

Leading Nursery Trade Journal of America

AMERICAN FRUITS

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International Journal of Commercial Horticulture

Vol. XV

MARCH, 1912

No. 3

FAGUS HETEROPHYLLA---FERN-LEAVED BEECH

THIS handsome dwarf variety of the English Beech grows rarely over 20 feet in height with delicate cut leaves and slender drooping young shoots that give it a singularly airy and graceful wavy aspect. It forms a most ornamental addition to the lawn.

The Beech is a hardwood tree of moderate growth and great beauty. It is invaluable for specimen use, for avenues and screens. It is distinguished by a sturdy, solid trunk, gray bark and lustrous leaves. All are beautiful even when small and become magnificent with age.



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**SHADE TREES, in car load lots Norway
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Silver Maple, etc.**

**We also have a general line of other stock
not mentioned above.**

Want lists invited.

ANNOUNCEMENT

Spring Bulletin has been mailed to the trade. Those entitled to receive a copy should insist on having one. It will be mailed cheerfully and promptly on receipt of request. The Bulletin shows what we have to sell this spring and includes some attractive offers of STANDARD and DWARF APPLES, QUINCES, PEACHES and other fruit trees; small fruits and a fine lot of ornamentals like TREE HYDRANGEAS, TREE LILACS and other flowering shrubs in standard form: ROSES—our long suit—including some especially fine Crimson Rambler, Baby Rambler, Blue Rambler, White Dorothy Perkins, H. Ts, H. Ps,—in short lots of good things. Also APPLE SEEDLINGS, in all grades, and FRENCH and VERMONT APPLE SEED. This is quite a lot of talk to put into so small an amount of space, but we have lots of things to talk about. Buyers are invited to tell us their wants and we will talk to the point with attractive prices on the goods known very generally as "THE PREFERRED STOCK".

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Company**

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NEWARK,

Wayne County

NEW YORK

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HUNTSVILLE WHOLESALE NURSERIES, HUNTSVILLE—Apples, pears, plums, peaches, cherries, roses, pecans and magnolia grandiflora. Send for price list.

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E. T. NURSERY, LAWRENCEVILLE, QUE.—Wanted, for early spring delivery: 5000 Apple Trees, assorted variety, 1/2 to 3/4, 4 to 6 feet high.

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F. DELAUNAY, ANGERS—Fruit Tree stocks; forest tree seedlings; transplanted; evergreens, shrubs, roses. Catalogue.

BARBIER & CO., ORLEANS.—Fruit tree stocks and ornamental stocks. Wholesale trade list free.

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J. HEINS & SONS, HALSTENBEK, GERMANY.—Millions of Fruit Stocks on hand. Shipments: 160,000,000 trees annually.

FOCKO BOHLEN, HALSTENBEK, GERMANY—Forest trees, hedge plants, fruit stocks, roses, etc.

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DOORNBOSH & SON, VEENDAM, HOLLAND—Fruit tree stock, Rosa Canina. Address The Horticultural Co., Worcester, Mass., sole agents for U. S. and Canada.

INDIANA

C. M. HOBBS & SONS, BRIDGEPORT—We are headquarters for apple and other stock, both fruit and ornamental. Catalogue. CATALPA SPECIOSA PURE.

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THE GATEWAY NURSERY CO., LE-MARS—Houghton Gooseberry 2-1, 2-2 and 2-3. Well rooted layers. Compass Cherry all grades. Car. Poplar.

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J. H. SKINNER & CO., TOPEKA—Fruit and ornamental trees and shrubs. Apple and pear seedlings. Forest tree seedlings.

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KENTUCKY

WILLADEAN NURSERIES, SPARTA—Lowest prices on ornamental trees, shrubs and tree seedlings. Catalpa Speciosa or Black Locust Seedlings in any quantity.

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J. G. HARRISON & SONS, BERLIN—General line of nursery stock. Great variety of small fruits. Strawberries a specialty. Evergreens, too.

FRANKLIN DAVIS NURSERY CO., BALTIMORE—General line of nursery stock. Specialties as announced elsewhere in this issue.

MICHIGAN

I. E. ILGENFRITZ'S SONS CO., MONROE—Growers and dealers. Standard fruit trees, dwarf fruit trees, small fruits, ornamentals, shade trees. Employ agents, issue catalogues.

GREENINGS BIG NURSERIES, MONROE, MICH.—Largest retail nursery business in the world. Everything for the fruit farm, private and public parks. Pedigree Fruit Trees a specialty. None better. Agents wanted. Catalog free.

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THE JEWELL NURSERY CO., LAKE CITY—Established in 1868. 1,500 acres, all at Lake City. Wholesale and retail. Largest growers of hardy stock in the United States.

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STARK BROS. NURSERIES AND ORCHARDS CO., LOUISIANA—General line of nursery stock in large quantity and variety. Nurseries east, west and south. Quotations promptly submitted.

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JACKSON & PERKINS COMPANY, NEWARK—Ornamentals, roses, clematis, tree hydrangeas, perennials, etc. Agents for foreign houses selling French fruit tree seedlings. Belgian Azaleas, exotic plants, etc. WHOLESALE ONLY.

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STORRS & HARRISON CO., PAINESVILLE—Growers of everything that makes a complete nursery. Issues catalogues and price lists. Wholesale and retail. Specialists in whatever we propagate.

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VIRGINIA

W. T. HOOD, RICHMOND—California privet. General line of high grade nursery stock.

LABELS

BENJAMIN CHASE CO., DERRY, N. H.—All kinds of labels for nurserymen's use. Samples and prices submitted upon application.

DAYTON FRUIT TREE LABEL CO., DAYTON, O.—Labels of all kinds for nurserymen's use. Samples and prices upon application.

SUPPLIES

WEAVER HARDWARE CO., ROCHESTER, N. Y.—Write for 1911 Spray Calendar and 48-page Catalog. Most complete line Fruit Growers' and Nurserymen's Supplies in United States.

RHODES MFG. CO., GRAND RAPIDS, MICH.—Pruning shears.

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American Fruits

International Journal of Commerical Horticulture

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Vol. XV

ROCHESTER, N. Y. MARCH, 1912

No. 3

Connecticut Nurserymen In Annual Session

Discussion Favoring Elimination of Replace Clause--W. W. McCartney President--Tax - tion of Nursery Stock and Federal Quarantine Receives Consideration

F. L. Thomas, Secretary

The sixth annual meeting of the Connecticut Nurserymen's Association was held at the Garde Hotel, Hartford, Conn., February 6, 1912, being called to order at 10:30 a. m. by President Paul M. Hubbard. Minutes of last meeting were read and approved and the following new members proposed, balloted upon and enrolled: W. W. McCartney, Edward Kelley, T. E. Burroughs, F. L. Thomas and Gustave Minze. The report of the finance committee showed the Association to be in a flourishing condition.

The following officers were elected: President, W. W. McCartney, New Haven; vice-president, Charles Turner, Hartford; secretary, F. L. Thomas, Manchester; treasurer, W. W. Hunt, Hartford.

The subject of free replacement to customers of nursery stock which fails to grow was discussed. C. H. Sierman of Hartford, reading an article prepared by him, stating facts as to why this replacement business should be done away with, or at least the manner of its doing be changed. The general opinion of all seemed to be that the present practice was unfair and unjust to the nurseryman in the majority of cases.

The question of taxation of nursery stock as a crop, as merchandise or as stock in trade, also taxation of nursery lands in this state, were the subject of discussion; also the matter of the proposed Bill on Inspection of Imported Nursery Stock. The Association as a body, and the individual members, emphatically objected to such bill, at least in its originally proposed form, as bringing upon them unnecessary hardship and expense.

At 1:15 p. m. the meeting adjourned to the dining rooms of the Garde. After the speeches a visit was made to the exhibit of the Pomological Society where the material fruits of our labors as nurserymen were inspected and admired, bringing to us aptly the quotation, "Great oaks from little acorns grow."

Mr. Sierman's address was as follows:

"Being absolutely without any oratorical gifts, it is not my intention to speak at any length on this question of replacing nursery stock without charge to the purchaser, but I am urged into this by Brother Hunt and I might as well start the ball a-rolling, bring this matter before you and let you thresh it out. In fact, I am a firm believer in discussions, knowing that better results will be derived therefrom than from long lectures.

"If I don't want to crack old nuts there is really nothing for me left to say regarding

this replacing evil. You are all familiar with it; you all know that this replacing of nursery stock at your cost is an entirely unbusinesslike monstrosity, an absurd foolishness. To think that you sell to some customer some of your goods—with no extravagant profits attached to it—then this customer, in return, neglects to give these goods even ordinary care and they pass, consequently, off into a better world, or adverse circumstances, elementary influences, etc., cause such plants to die, you turn around supply another lot of plants, and this time at your cost. This is, no matter how I focus it, a decidedly silly business transaction.

"Any honest business concern will find it to its interest to sell to its customers an honest article, of quality according to the price charged, and should stand behind his goods in case of defects, and if the article is accepted by the customer the actual business transaction should cease right then and there. In no other line of business, no matter except for evident flaws. Right across the machine, will there be any replacing done where you look to, may it be beast or er and right behind those buildings the stables of several horse dealers; you go and buy a horse from one, from the other a pen of chickens, then go home forget to feed and water your animals, or kill them off by other abuse, or a fire may break out in your barn and these animals, by accident, may burn to death without your fault. Then go you back to these dealers and claim some new animals free of cost; will they give them to you? They are not such fools. The same might be applied to any other article of merchandise except to articles handled in this, our blooming profession. But this custom of replacing nursery stock without cost is by no means general. I know many firms (usually they are the most reputable ones) who will not follow that custom, or if they do assume the risk of plantings they add an additional charge of say 25% to the first price.

"Some people who replace will say—'well, we advance our prices so that we are protected.' But this is not right business principles; they are fooling their customers by charging for something that cannot be seen. Would it not be much more consistent, with honest business principles, to charge for your goods with your regular percentage of profits but without any replacing guarantee in case of failure, and if anyone wants to have his plants insured against loss charge him an additional 25% or so, for the prem-

ium for the risk you are assuming. This would give your customer an opportunity to see what he pays his additional cost for, and the whole transaction would be more satisfactory to all concerned.

"I see, with great satisfaction, that the Western Nurserymen have taken action in this matter, and no doubt you all have read this in *American Fruits*, but I would be more gratified if something similar could be accomplished by the Eastern Nurserymen."

Fire At West Grove Pa.

Breaking out in the center block of the seventy green houses at the Dingee and Conard Company's nurseries at West Grove, Pa., a fire February 6, damaged the property to the extent of \$25,000. The company is one of the largest rose growers in the country. The West Grove fire department and residents of the town fought the flames, but the place where the fire started and nineteen green houses were destroyed.

The night watchman discovered the blaze. The origin is unknown. The company carried no insurance on stock, but the buildings are protected. The nursery is some distance from the town.

Nursery Stock Held Up

Sacramento, Cal.—Following a conference with Lieutenant-Governor Wallace and representatives from the California Nurserymen's Association from Alameda, Santa Cruz, Santa Clara and San Mateo counties against which the State Horticultural Commission declared a quarantine on account of the peach-borer pest, State Horticultural Commissioner Cook announced that it is his belief that the quarantine can be raised within a few days. It was agreed that in the meantime the nursery stock shipped both before and after the quarantine order, and which is now held at the places of destination, shall be inspected by the county commissioners, infected stock destroyed and the clean stock allowed to go into the orchards.

Commissioner Cook said that a representative from his office had made an investigation at the nurseries in the counties under quarantine and had discovered that the infection was only at the rate of about one tree in every 1000.

It is estimated that there are 7,000,000 peach trees in Texas.

Convention of Western New York Orchardists

ACHIEVEMENT is the strongest kind of a backer of reputation. Advertising will produce wonderful results. But there is nothing like indisputable proof to carry conviction when a strong statement is made.

When it is declared that Western New York is the greatest fruit section in the country, some of those who live in other prominent fruit sections may be inclined to question the statement. Such persons should have seen the exhibit at the fifty-seventh annual meeting of the Western New York Horticultural Society in Rochester January 24-26. It may be asserted that perhaps never before in West or East did a comparatively small territory put forward a fruit show having eighty-five distinct varieties of apples and a magnificent showing of pears and grapes, all representative of a single section. The fact that these are only a part of the fruit products of Western New York is indicated by the program, which gives prominent mention to cherries, berries and the numerous other varieties of small fruits.

Flavor and Color

It has been said that the apples of East lack coloring. Such an assertion comes with little force in the presence of the big exhibit from the New York State Experiment Station at Geneva, which arranged in boxes covering a space of about 350 square feet, was a riot of color, ranging from pale greens and yellow up to gorgeous reds.

The secretary-treasurer, John Hall, who has held the position for twenty-three years, presented his report, indicating receipts and disbursements and showing a balance on hand of \$999.19. The report of S. D. Willard of Geneva and W. C. Barry, trustees of the permanent fund, showed a balance of \$2,435.59.

Fruit Grower's Store

A proposal that the Western New York Horticultural Society establish in Rochester a store of its own where the fruit of its members may be sold direct to consumers was warmly received.

To free fruit from the profits of the middlemen and to get it to the plain people at a price which would result in an increased consumption of peaches, pears, apples and other fruit grown in this section of the country were the principal objects suggested as certain to be accomplished by the proposed undertaking.

The suggestion came in an address by R. D. Graham of Grand Rapids, Mich., on "The Peach—the General Outlook." Mr. Graham spoke of a store having been established in Michigan under almost similar conditions, and of its success. George T. Powell of Ghent, one of the best known and most influential members of the society, followed Mr. Graham and told of a grower in Westchester, who finding himself with a tremendous crop and no market, in desperation opened a store in Peekskill, made money in it and yet was able to sell his fruit cheaper to customers than they could purchase it at retail elsewhere.

President Barry Enthusiastic

President William C. Barry, who has been head of the society for more than twenty years, received the suggestion with enthusiasm. He spoke first of what it would accomplish for peaches, saying the establishment of such a store would be able to obtain the best fruit grown in this section of the country much cheaper than ever.

R. G. Phillips, secretary of the International Apple Dealers' Association, in a serious address warned the apple growers of the great advance that Canadian apple growers were making, as compared with those of the United States, attributing the decrease of exports from Canada to the law in force there which compels the branding of a package of fruit according to the quality of the contents.

Canada's Gain Explained

The speaker said the gain in Canada over the United States was not due to smaller crops here or to increased consumption in this country. There was only one reason, the great care taken in packing and

the rigid enforcement of the branding law. He strongly advocated a similar law for the United States, unless the growers wished to see themselves distanced. He read statistics to prove his statements.

A special committee was appointed to investigate the matter. It will submit a report to the executive committee of the society, and that body will be given full power to pass upon the report and take such action as is, in its judgment, wise and appropriate.

The society indorsed the Lafean bill, now pending in congress, which is an act to establish standard packages and grades for apples. The Lafean bill is in accord with provisions made in the Wilson bill now enacted in this state and which, the fruit men say, is of the greatest importance to the consumers of New York state fruit and necessary to the maintenance of the apple industry on a proper basis.

Officers Elected

These officers were elected: President, William C. Barry, Rochester; vice-presidents, Edward Van Alstyne, Kinderhook, J. B. Anderson, Geneva, Willis P. Rogers, Williamson, Ira Pease, Oswego, Delos Tenny, Hilton, Samuel W. Smith, Albion; secretary-treasurer, John Hall, Rochester; executive committee, Samuel Fraser, Genesee, Lloyd S. Tenny, Hilton, S. J. P. Bush, Morton, A. L. Whitbeck,odus, T. H. King, Trumansburg.

To Plant Many Trees

Ashtabula, Ohio.—One hundred thousand peach trees are to be set out in Ashtabula county this year, according to the present plans of real estate dealers and agricultural promoters of Ashtabula and nearby towns.

The trees will be planted on farms along the north and middle ridges, running parallel with the lake.

A great apple show in Rochester, N. Y., next November is under consideration.



Mr. Marlatt Co-Operates on New Federal Bill

Measure Is Now H. R. 20,598--Changes Are Indicated In Chairman Pitkin's Communication to "American Fruits" on Page 64 of This Issue--Criticisms Believed To Be Due Largely to Misunderstanding

UNITED STATES DEPARTMENT
OF AGRICULTURE,
Bureau of Entomology
Washington, Feb. 23, 1912.

Editor American Fruits:

Your letter of February 19th has come to my hands this morning,—too late to comply with your request for a statement by the 23d instant. The delay in the receipt of your letter was probably occasioned by the intervention of a holiday.

You have doubtless been advised that this Department and the nurserymen got together on a bill which they were willing to recommend to Congress. This bill is now before the House committee on agriculture, and a hearing has already been had by this committee. A sub-committee of the whole committee has introduced a provisional bill for further discussion. It is substantially the bill agreed to by the nurserymen. This bill has been reintroduced merely to get it in form for further discussion; and we have the assurance from Mr. Pitkin and his committee that in the form that it is now printed (H. R. 20598) his committee will support it. This Department is willing to accept the present wording and will use every reasonable effort to get Congress to pass the bill in its present shape. I may say that there was a very strong feeling on the part of the

committee for a much more radical bill, and it was largely by the efforts of this Bureau that the bill has been held in the shape as now printed.

I have seen a good many of the recent issues of *American Fruits*, and it has been very evident to me that the editorial criticisms of the attitude of individuals of this Department toward the nursery legislation has been due largely to a misunderstanding, and would not have occurred if a full record of the correspondence and the negotiations had been open for your inspection. The legislation in question can do no harm and will be of distinct advantage to every legitimate nursery interest.

I enclose for your further information copy of the new form of bill, which has just come to my hands.

Yours very truly,

C. L. Marlatt,
Assistant Chief of Bureau.

Chestnut Blight

Harrisburg, Pa.—The interstate congress called by Pennsylvania for a free discussion of the best means of checking the chestnut tree blight, which is destroying millions of dollars' worth of valuable trees annually, opened at the state Capitol with an address

by Governor Tener, and two sessions were held at which papers dealing with all sides of the question of control were presented. The Governor, who called the conference, urged his auditors to adopt a plan that would suit all of the state, and not only prevent further spread of the disease, but exterminate it.

Representatives of a score of states and of a number of associations devoted to conservation of commercial interests assembled for the first session, and after the Governor's address selected Dr. R. A. Pearson, former secretary of agriculture of New York, as chairman.

Representatives of New York and other states told of the prospects in their states, and the Canadian representatives joined those whose states had not suffered, in an expression of a desire to prevent the spread of the disease.

The 1912 Year Book and Directory of Nurserymen is a list of live trade names and addresses that cannot be obtained as complete from any other source, and no firm can well afford to be without it. Also the other trade information contained therein is worth many times the price of the book. We congratulate you.

Rosemont Nurseries.

FRUIT TREE STOCKS FOREST TREES

SEEDLINGS AND TRANSPLANTS

BY THE MILLION

**Largest Forest Tree Nurseries in
Europe**

Annual Shipment

200 Million Trees

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HALSTENBEK, NEAR HAMBURG, GERMANY

Write for Trade List and Forest Planter's
Guide, to our American Agent

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JONATHAN - GANO - BEN DAVIS

and other leading sorts in car-load. Fine assortment of apple in 2 yr. Grafts and 1 yr. Buds

CHERRY, 1 inch up; 3-4 to 1 inch; 5-8 to 3-4; and all under grades.

KIEFFER-GARBER, and assorted pear in all grades.

A car-load of 3-4 foot, 2 year, California Privet at a bargain. This is a fine lot.

TEXAS UMBRELLA TREE-CATALPA SPECIOSA in large quantity, 4-6, 6-8, 8-10.

If you don't receive our Spring Surplus List ask for it.

WAXAHACHIE NURSERY COMPANY

J. R. Mayhew, Pres.,

Waxahachie, Texas.

Founder of Great Nurseries East and West

THE GREAT Chase ranch at Corona, California, was the scene on January 18 of a most pleasant and interesting gathering in honor of the 80th birthday of one of Riverside's most highly respected citizens, Ethan Allen Chase. In response to invitations issued by Mr. Chase's sons, nearly 300 representative men from Riverside, Corona, San Bernardino, Pomona, Los Angeles and other points in Southern California, gathered to participate in the banquet and flag raising which celebrated Mr. Chase's anniversary.

The banquet was served in the Chase's new packing house, which had been elaborately and beautifully decorated with palm branches and greenery for the occasion. Harry R. Chase who had just returned from a trip to Spain where he studied the orange industry, was toastmaster. There were addresses by prominent men of California, in praise of the work and integrity of Mr. Chase. The speakers included Mayor Peters of Riverside; J. H. Reed; G. Harold Powell, A. F. Call, J. J. Bryne, George Frost, E. O. Rickard, S. C. Evans and W. A. Purington.

In his response Mr. Chase referred to

We Have For Sale

ONE MILLION EARLY HARVEST BLACKBERRY ROOT CUTTINGS

No disease. Vigorous roots. Write for prices.

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Fruit tree stocks as:

**Apple, Angers Quince,
Mazzard Cherry, Mahaleb,
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Forest tree seedlings and transplanted
Evergreens, Ornamental Shrubs, Manetti,
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My General Catalogue will be sent **FREE**
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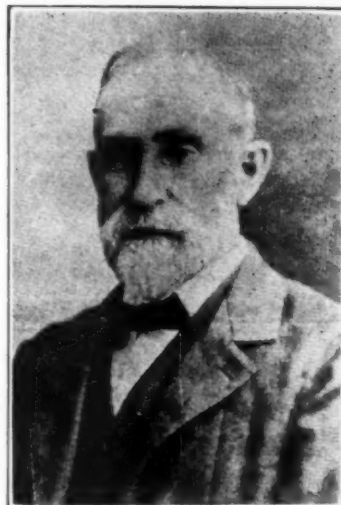
200,000 Apple, 2 Year

100,000 Peach

25,000 Elm Shades

Winfield Nursery Co.

Winfield, Kans.



ETHAN ALLEN CHASE

marked changes that have taken place in the country's development during his 80 years of life. Continuing he said:

"There are some things I have learned by experience and observation, but there is nothing I have learned to value more than character. It pays to be decent. Into our natures the Great Creator has seen fit to place the instinct of selfishness. Selfishness normal is as useful as is any of what we call the higher and nobler characteristics of our nature, but when it passes beyond the normal, and man steps over on the rights of his neighbor, he becomes a despicable creature.

"The sentiment that the old man this day would give, standing here at his eightieth mile-post, is that it pays to be decent. It pays in business, it pays in politics, it pays in religion, it pays in every walk of human life, and the greatest dividend derived therefrom is the consciousness of having acted the manly part.

"I have sometimes almost wished that we might have the second trial in life, the same as the old schoolmaster in the old school house used to give us when we failed to spell the word right the first time. I think we would make much improvement. But we all come into the world under the sentence of death as planned by the divine Creator, to which we can file no demurrer, interject no technicality nor sue out a stay, and when it comes in old age like the ripening harvest it is not a cross but a blessing. But so long as I shall be able to get around and with ease, comfort and pleasure as now and see the wheels go round, and when they do not move fast enough get behind and lift, I shall be glad here to stay, but when old age shall actually come, when decrepitude and suffering may be mine, when I can no longer serve, but must be served, let the decree be pronounced, and then when stand-

ing upon the bank looking across the great divide into the beyond I trust I will be able to raise my hands and cry aloud, 'Hosanna, Hosanna' to the Great Architect, the Great First Cause, God.

Busy at Placerville

Placerville, Cal.—The advance guard of the 50,000 fruit trees expected to be planted on land adapted to fruit culture in El Dorado county has already arrived in Placerville and ranchers in many districts are beginning to prepare their property for planting.

In ten days County Horticultural Commissioner J. E. Hassler, inspected 6,555 fruit trees, and the coming week he expects to examine several times that number. J. H. Rudolph is expecting between 9,000 and 10,000 trees here this week, while many other fruit men have given smaller orders for nursery stock.

Receiver for Orchard Company

Seattle, Wash.—A receiver has been appointed for the Columbia River Orchard Company, which is bonded for \$5,000,000; the Washington Orchard Irrigation and Fruit Company, and other companies subsidiary to the first. Bonds of the orchard company have been sold all over the United States. The companies have no available assets, according to brokers and attorneys in the case.

APPLE SCIONS

Lucretia Dewberry, Asparagus, fine 1 and 2 year, Peonies, excellent assortment, Spirea Van Houttei and Fontenaysoe Alba, Deutzia, Forsythia, Purple Lilac, Pearl Bush, Weigelia

Evergreens. A general line in addition to above

**WILD BROS. NURSERY CO.,
SARCOXIE, MO.**

AMERICAN ELM

Choice trees from young blocks. Special prices on request.

**J. W. McNARY,
Dayton, Ohio**

Dayton & Xenia Nurseries

APPLE TREES

We offer for Spring delivery a large and complete stock of standard varieties of **APPLE TREES** in one, two and three years.

We also have a fine block of peach trees. All trees are stocky, straight, healthy, well branched with good roots.

Send list of your wants for prices
MITCHELLS' NURSERY, BEVERLY, O.

NOTICE

To all American Nurserymen and Seedsmen desiring to keep in touch with commercial horticulture in England and the continent of Europe Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of 75 cents, covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

Established 1883

A. & C. PEARSON, Lowdham, Nottingham, Eng.

**We offer PEACH TREES in Commercial Varieties
Norway Maple, Silver Maple, California Privet 2 years
THE GREENBRIER NURSERY CO., Inc, GREENBRIER, TENN.**

Gypsy Moth Is Now Under Control

Things are certainly looking up in the gypsy moth war. It is a joyful spectacle to see the State forester standing before a committee of the Legislature and asking for a reduced appropriation, and it is no less cheering to hear the federal Government's entomologist saying that the imported parasites are actually beginning to give an account of themselves. This does not mean that the day has been saved, and that we can lay down our arms in the near future and let the "bug" go hang, but it does indicate that the seven years of persistent effort, and the expenditure of more than two million dollars of State money, together with fully as much more of municipal and private funds, has been to some purpose, and that the greatest danger has been passed.

From this time on the parasite work will be conducted entirely by the Federal authorities in the interest of all the States infested, and the State forester is of the opinion that if the cities and towns will only do their full duty hereafter (and it is entirely in the power of the governor to compel this under the law), the situation can be easily maintained in its present generally satisfactory condition, and the cost steadily reduced year by year.—Boston Transcript.

Ship Fruit Trees to India

Sunnyside, Wash.—A local nursery has just made a shipment of fruit trees to Calcutta, India, via Hong-kong. The trees included pears, plums, apricots and cherries.

Personal Mention

A. J. Brown and Peter Youngers of Geneva, Neb., are officers of the Nebraska Horticultural Society; the former is president.

L. C. Rice of Los Angeles, is organizing a \$100,000 nursery.

The Kankakee Nursery Co., Kankakee, Ill., is now under the management of James W. Pottenger and Marshall A. Pottenger. The latter has been in the nursery business at Waldron, Ill.

T. E. Griesa, Lawrence, Kan., thinks cold weather has seriously injured the peach crop chances in his state.

C. D. Thompson, Hood River, Ore., last month addressed a Portland, Ore., meeting on "The Growing and Selection of Nursery Stock."

The firm of H. H. Pein, Halstenbek, Germany, was established in 1847. The founder is dead but his two able sons who succeeded him, enjoy a high reputation in Germany, especially among the foresters, for high-class stocks in quantity, many items being grown by the million. The nurseries are subjected to rigid inspection.

M. McDonald, president of the Oregon Nursery Co., is a director in the Yamhill Development Company, McMinnville, Ore., which is developing 1,000 acres of fruit land.

Henry R. Howard, Chattanooga, Tenn., proposes to develop apple orchards in Georgia near the Tennessee and North Carolina lines.

H. W. Harrison, La Porte, is president and George A. Smith, Beaumont, is secretary of the Texas Citrous Growers' Association.

W. W. Chenoweth has succeeded Prof. W. L. Howard as secretary of the Missouri Horticultural Society.

E. W. Kirkpatrick, McKinney, Tex., is first vice-president of the Texas Industrial Congress, which offers \$10,000 in gold to the farmers of Texas for model demonstration farms and best crop yields for 1912. The Texas Industrial Congress makes this prize offer because it believes that the necessity for the conservation of the soil and the adoption of better cultural methods is so vital to the agricultural, commercial and industrial interests of the State that every possible effort should be made to teach scientific cultivation, rotation and diversification of crops, and the maintenance of the soil's fertility. The prizes offered are free, and there are no fees or charges of any kind to be paid by contestants, the sole object being to help the farmers to help themselves, realizing that as they prosper the whole State necessarily prospers as well.

Just say you saw it in AMERICAN FRUITS.

THE FARMERS' NURSERY CO.

TROY, OHIO

APPLE GRAFTS AND BUDS—Heavy and light, best varieties.

HERRY—2 and 3 year, some fine, extra heavy stock.

PEACH, PLUM, PEAR—Most desirable varieties.

NORWAY AND SCHWEDLERI MAPLES—6 to 8 feet, straight, stocky fellows, smooth and handsome, bargain clean-up price.

CATALPA SPECIOSA—8 to 10 feet. straight as gun barrels, sacrifice figures.

EVERGREENS—Firs, Pines, Spruces, Arbor Vitaes, all root-pruned, specimen trees at much less than run-of-the-block prices. Exceptional bargains.

We fill orders in a way that satisfies; with stock that invariably comes up to specifications in quality, in careful grading and in good packing.

Let your want list visit us,—it will look good when we send it back.

Meneray-Crescent Quality Stock

For shipment in Fall and Spring, we offer a varied line—everything well grown and the best in every respect. Our facilities in every way are excellent—growing, handling, packing and shipping. Satisfactory delivery is assured.

French Stocks and Seedlings

We are the sole United States and Canadian agents of SEBIRE-CAUVET, MESNIL-ESNARD (Seine-Inf.), FRANCE and offer for his account a general assortment. The prices are right and the quality of the stock is unexcelled.

Send Your Complete List of Wants For a Special Quotation.

F. W. Meneray Crescent Nursery Co.

COUNCIL BLUFFS, IOWA

William Smith, Nurseryman and Philanthropist

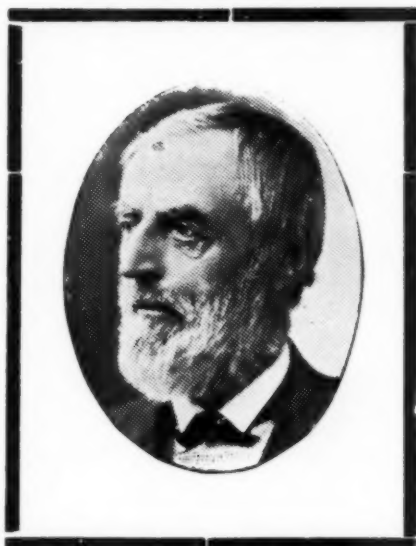
Geneva, N. Y.—William Smith, aged 94, millionaire, nurseryman, spiritualist and philanthropist, died here February 6, after a brief illness.

Mr. Smith was born in Canterbury, Kent county, England, and came to America when 24 years of age, without any funds. With his brothers he obtained twenty-five acres of land. The Smith Company now has over 400 acres in nursery stock and ships its products to all parts of the world.

Mr. Smith was president of the Standard Optical Company, a director of the First National bank and prominent in many other local business concerns. He was especially interested in science, bringing Dr. W. R. Brooks, known as the discover of comets, to Geneva, and maintained an observatory for him here. He erected the William Smith Opera House and was otherwise prominent in local affairs.

During his later years he became much interested in spiritualism and the higher education of women. He planned a woman's college here and then after abandoning the project gave Hobart college an endowment fund of \$500,000 for the establishment of a department for the higher education of women. Mr. Smith never married.

In an appreciative review of Mr. Smith's career the Florists' Exchange says: "It is as a nurseryman under the firm name of W. & T. Smith, which business was established in 1846, that Mr. Smith was best known to our readers, and the story of his life is a repetition in its main features of that of many another poor immigrant, who, recog-



WILLIAM SMITH

nizing the advantages for the sober, intelligent and industrious in this republic, was not slow to take advantage thereof, achieving riches and a good reputation. An Englishman by birth, he came to America in his early youth. After some hard knocks in various occupations, he wandered to Geneva, by way of New England, in the capacity of an itinerant peddler. In his sales of nursery stock, young Smith had seen great possibilities in the business and so determined to start for himself. When he found the right spot for a nursery at Geneva, his ideals were realized, its deep, red clay soil affording nourishment for the seedlings, which were given a sturdy constitution by the bleak, snowy winters, and the prevailing northwest winds. Mr. Smith repeatedly made the bold assertion that a plant matured in Geneva would thrive if transplanted to any part of the world. It is thus through Mr. Smith that Geneva's greatest industry was founded. He was an expert in distinguishing different varieties of fruit trees in a dormant condition, being one of the few in the world who could do this under all conditions. His opinions on all horticultural matters were highly valued. Mr. Smith was a man of the highest public spirit, as evidenced through his many benefactions, his acts of philanthropy almost passing the bonds of extravagance, and would have been so regarded were it not that his in-born shrewdness has made all of his charities of an enduring and perpetual character."

Door County, Wis., has 2,000 acres of cherry trees.

There are 1,500 acres of cranberry marshes in Oregon and Washington.

Mrs. William C. Barry

Mrs. Barry, wife of William C. Barry, of Eliwanger & Barry, died February 20 at her home in Rochester, N. Y. Besides her husband she leaves three sons and a daughter.

Gabriel Hiester

Gabriel Hiester, widely known as a successful fruit-grower, died at his home in Estherton, Pa., Jan. 19, aged 62 years. He was pomologist of the State Board of Agriculture.

William C. Bryant

William C. Bryant, a well-known nurseryman of Dansville, N. Y., committed suicide February 5 while despondent. He was 59 years old.

To Plant 25,000 Apple Trees

Roswell, N. M.—Horticulturist Alexander McPherson of the Berrendo Farms Company is authority for the statement that his company will, as soon as the trees arrive from the nursery, begin the work of setting out 25,000 apple trees on their irrigated farms north of town. This will cover approximately 600 acres and will be the largest new orchard set out in this immediate section this year.

Berrien County, Mich., may get a Welch grape juice plant. Only the finest of Concord are used and good prices are paid. In 1909 the price per ton paid was \$25, the year following it was \$45 and last season the market at times reached \$35 per ton.

The Bitter Root valley, Montana, produced 450 carloads of fine fruit last season.

New Book for Nurserymen

In no other form can be obtained so reliable, complete and thoroughly up-to-date list of Nurserymen of every state of the Union and of Canada, as is presented in the 1912 edition of American Fruits Year Book and Directory of Nurserymen. Those who have received copies of this edition declare that it is the best of the kind ever published.

It is sent postpaid on receipt of price: \$1, in bank draft or money order.

American Fruits Pubg. Co.,
123 Eliwanger & Barry Bldg.,
Rochester, N. Y.

CATALPA BUNGEI

SILVER MAPLES

W. B. COLE,

Painesville, O.

Grape Roots That Grow

Increase in Acreage and Varieties
We make a specialty of growing Grape Roots. Making strong grades and prompt shipments. We have heavy stock for Nurserymen's retail trade. Light stock and cuttings for nursery row. Write for special prices. Correspondence and inspection of stock invited. We are growing a large lot of Currants and Gooseberries.


FOSTER & GRIFFITH, Fredonia, N.Y.

Just say you saw it in AMERICAN FRUITS.

J. H. SKINNER & CO.

Fruit, Shade and Ornamental
Trees, Flowering Shrubs,
Apple and Pear Seedlings,
Forest Tree Seedlings

Sta. "A"
TOPEKA
KAN.



RHODES DOUBLE CUT PRUNING SHEAR

Pat'd June 2, 1903.

RHODES MFG. CO.,
GRAND RAPIDS, MICH.

THE only pruner made that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes. We pay Express charges on all orders. Write for circular and prices.

Canadian Fruit Growers Complain of Rates

St. Catharines, Ont., Canada—The Niagara district fruit growers, at their annual meeting in January, continued the criticism of rates and services given them by the express companies in the handling of fruits. Considerable dissatisfaction was expressed because the Dominion Railway Commission had not given them better consideration last year.

It was decided to invite Hon. Martin Burrell, the minister of agriculture, to attend the annual instruction convention in March, when he will be tendered a banquet by the association.

Robert Thompson was elected president; Major Roberts, first vice-president; George S. Brown, second vice-president; W. C. McCalla, third vice-president; Robert Dewar, fourth vice-president, and Carl E. Fisher, secretary-treasurer. The latter report a surplus of over \$390.

W. C. McCalla, F. G. Stewart, Major Roberts and A. E. Kimmens were elected delegates to the Dominion fruit conference in Ottawa this month.

Evaporating Business

Rushville, N. Y.—The evaporator run by the Rushville Packing and Evaporating Company, of this village, did large business last year, employing 85 people with an average weekly pay-roll of nearly \$855.

They dry on an average 5,000 bushels per week, and ship during the season from 75 to 100 car loads of evaporated packed stock, and 50 to 75 car loads of chops and waste. Ninety-five per cent. of their evaporated products are exported direct to Germany, England, Holland, Belgium, France, Norway and Sweden.

In addition to this, they will ship from 12,000 to 14,000 barrels of apples, and have contracted with a local firm for over 100 barrels of cider, to be used for vinegar. They own six plants and there are but one or two larger concerns of the kind in the state.

A splendid stock of 2 year
JONATHAN ROME BEAUTY

—AND—

BLACK BEN DAVIS

In 11-16 in. and up and 5-8 to 11-16 in grades. Will ship and pay freight to some convenient Eastern point for distribution.

FOR PRICES ADDRESS

W. M. GRISINGER, Mgr.

301 Newhouse Bldg.
SALS LAKE, UTAH

HOUGHTON GOOSEBERRY

Heavy Surplus of 2 yr. XX No. 1 Grade
Our soil produces the "finest ever". Send for Samples and Prices

Home Nurseries, Irvin Ingels, Prop.
LAFAYETTE ILLINOIS

QUALITY AND PURITY A SPECIALTY

Everything Good in Berry Plants. A liberal stock of Columbian, Plum Fanner, Kansas, Cumberland, Gregg and Early King Raspberry. A limited stock of

ST. REGIS, EATON, HERBERT, MARLBORO, HAY MAKER AND GOLDEN QUEEN

2,000,000 BIG THRIFTY STRAWBERRY PLANTS

15,000 3 year, 35,000 2 year Concord Grape

WICK HATHAWAY

Personal Mention

Clinton L. Oliver has resigned the secretaryship of the American Apple Show Association.

George C. Roeding, Fresno, Cal., has been active in promoting the interests of the Deciduous Fruit League of California.

E. F. Stephens, Nampa, Idaho, on January 25th had pruned 800 acres of orchard and had contracted to prune 525 acres more.

F. G. Yule has disposed of his interest in the C. S. Harrison nursery, York, Neb. and will enter the ornamental nursery business in Lincoln, Neb.

Nursery firms of Rochester, N. Y., which are members of the Rochester Chamber of Commerce are: Brown Brothers Co., Charlton Nursery Co., Chase Brothers Co., Ellwanger & Barry, First National Nurseries, McGlennon & Kirby, T. G. Moulson, Perry Nursery Co., Irving Rouse.

G. W. Williams, formerly with Jackson & Perkins Co., of Newark, N. Y., but more recently with Swain Nelson & Sons Co., of Chicago, has entered into business relations with Maloney Bros & Wells Co., wholesale and retail nurserymen of Dansville, N. Y., taking the office of secretary.

Virginia Horticulturist

Harrisburg, Va.—The sixteenth annual convention of the State Horticultural Society came to a close January 11, after a remarkable session of two days, with a double program and continuous performance that never lacked for interest, instruction and enthusiasm. In the enormous warehouse of the International Harvester Company on German Street the exhibits of apples, by products of apples and orchard machinery attracted thousands of visitors. Four blocks distant in the City Assembly Hall expert orchardists and fruit men from all over the United States gave lectures, speeches, and addresses, with educational stereopticon views and music added.

The following officers were elected: President, W. A. Pratt, Staunton; Vice-presidents, Dr. S. S. Guerrant, Franklin county, W. Va.; A. Sproul, Augusta; H. P. Byrd, Winchester; Ballard B. Huff, Roanoke; C. Purcell McCue, Albemarle; T. N. Thompson, Harrisburg; Treasurer, T. W. Woolen, Albemarle; Secretary, Walter Whately, Albemarle. The convention of 1913 will be held in Lynchburg.

1912 DIRECTORY OF NURSERYMEN
Just issued, contains more than 4,000 names of Nurserymen and their addresses and the shipping laws of every state and of Canada. Price \$1.00. Illustrated; indexed.

South Dakota Growers

At the annual meeting of the South Dakota Horticultural Society these subjects were discussed:

Co-operation in Fruit Growing and Marketing—Co-operative Fruit Growers' Associations, E. D. Cowles, Vermillion; The City Vegetable Market, Thomas W. Hobart, Sioux Falls.

The Orchard Fruits—Budding Plum Seedlings, William H. Beals, Brookings; Layering Gooseberries and Roses, William B. Wood, Brookings; Experience with Apples and Plums, Iver Eitrem, Colton; Plums in Southwestern Minnesota, Dewain Cook, Jeffers, Minn.; Some New Plums, Professor N. E. Hansen, State college, Brookings; Commercial Orchard in Northeastern South Dakota, G. A. Tracy, Watertown; Raising Winter Apples by Top-grafting on the Virginia Crab, A. J. Philips, West Salem, Wis.

C. W. Gurney, Yankton, reviewed South Dakota horticulture; George W. Gurney gave practical points on propagating plum trees.

A Complete Directory

The 1912 Year Book and Directory of Nurserymen is a list of live trade names and addresses that cannot be obtained as complete from any other source, and no firm can well afford to be without it. Also the other trade information contained therein is worth many times the price of the book. We congratulate you.

Rosemont Nurseries.

Painesville, O.

BERCKMANS' Dwarf Golden Arbor-Vitae (Biota Aurea Nan)

Specimen Conifers, 5 to 15 ft. high
Camellias, home-grown
Azalea Indica, home grown
Teas' Weeping Mulberry, extra heavy
Lilacs, best named sorts
Grafted Wistarias, 2 to 4 years old
Biota Aurea Conspicua, all sizes
Biota Japonica Filiformis, 1 to 4 ft., fine plants
Magnolia Grandiflora. Magnolia Fuscata.
Magnolia Purpurea. Exochorda Grandiflora.
Deutzia. Philadelphus

We have a large stock of fruit trees, ornamental trees and shrubs

All orders receive prompt and careful attention
P. J. BERCKMANS CO., Inc.

Fruitland Nurseries

Established 1886

AUGUSTA, GA.

ASPARAGUS

Conover and Palmetto

FINE TWO YEAR PLANTS. WILL SELL CHEAP AS WE ARE OVERSTOCKED.

J. VAN LINDLEY NURSERY CO.

POMONA, N. C.

FOR SALE. Apple Seedlings, Root Grafts, Scions, and Evergreens for transplanting and larger sizes.

E. W. JONES, NURSERY CO.

WOODLAWN, VA.

Box A

Nurserymen's Activity on Federal Bill

Telegrams

Louisiana, February 6, 1912.
William Pitkin, Rochester, N. Y.:
Section two, four, eight and nine and methods of Marlatt's procedure not in accord with Washington agreement. We have approved nothing. Western nurserymen will oppose bill eighteen thousand. Hunter joins in asking you to wire Marlatt withdrawing our support of this bill.

W. P. Stark.

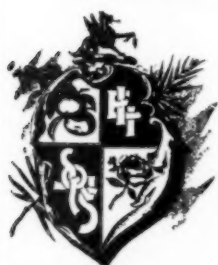
Washington, D. C., Feb. 7, 1912.
W. P. Stark, Louisiana, Mo.:
Interpretation of statement in *American Fruits* entirely erroneous. Pitkin has been explicitly advised by me of your objections to changes in sections two and four, also of all changes made in draft submitted by you. Have not been advised of the acceptance by you or Hunter of any of these changes. Copy of telegram sent Hunter.

C. L. Marlatt.

Louisiana, Mo., Feb. 7, 1912.
William Pitkin, Rochester, N. Y.:
Wired Marlatt as follows: "Regret exceedingly that it becomes necessary for us to join with the Western Nurserymen in requesting that our support be withdrawn from House Bill eighteen thousand.

Stark & Hunter.

The Monroe Nursery
I. E. Ilgenfritz' Sons Co.
MONROE, MICH.



Over
Sixty Years
in the
Business

Offer a
General
Line of

**CHOICE
NURSERY
STOCK**

Cherry and Std. Pear

of extra quality. If you are in the market for superior trees write us for prices.

I. E. ILGENFRITZ' SONS CO.
MONROE, MICH.

Manufacturers of the Celebrated Ilgenfritz
Graft and Stock Planter
and Firmer.

DOWNING GOOSEBERRIES

Large Stock, 1 and 2 years

W. B. COLE,

Painesville, O.

Letters

Lawrence, Kans., Feb. 12, 1912.
Mr. C. L. Marlatt,
Bureau of Entomology,
Washington, D. C.

My dear Mr. Marlatt:—Your letter of February 7th has been received. In accordance with the Washington agreement, the responsibility of incorporating this agreement in the form of a bill, and submitting it to all concerned was placed with the Department of Agriculture. What was done subsequently toward framing the bill was in an endeavor to incorporate, as nearly as possible, the articles of the Washington agreement.

Neither Mr. Stark nor myself assumed any responsibility in the matter, and participated in it only when called upon to do so by you.

Furthermore, it is patent that subsequent to the adjournment of the conference no action of the members would be binding on the conference, unless such members had been delegated with the power to act, which was not done in this instance. Had we agreed—and we did not—to the tentative measure sent you, we would not have been bound in any way by House Bill 18000, for we look upon it as a totally different measure, as the accompanying copy of our letter to Mr. Pitkin will serve to show.

The situation, as it is at present, seems to be accounted for by the method of the procedure used in the introduction of H. B. 18,000.

I also have your telegram in which you say that there is a misrepresentation, in *American Fruits*, as to your reasons for introducing H. B. 18,000. May I ask you to advise me at your earliest convenience, if it is your intention to see that this matter is set right, through the columns of *American Fruits*?

I am sending a copy of this letter to Messrs. Pitkin and Stark.

Yours very truly,

S. J. Hunter, State Entomologist.

Lawrence, Kans., Feb. 12, 1912.
Hon. William Pitkin,
Chairman Committee on Legislation,
American Ass'n. of Nurserymen,
Rochester, N. Y.

My dear Mr. Pitkin:—Your letter of the 8th has been received. The telegram in question should read, "Support be withheld," instead of "Support be withdrawn." Your letter about which you inquire in the postscript, is the one, I assume, dated February 6th in response to the telegram we sent you, jointly, a letter dated February 8th. I am enclosing copy of my letter to Mr. Marlatt of this morning, where I have given the reasons, as I see them, for the present situation.

You asked me for a frank statement of my reasons for objecting to the bill, and these are embodied in the joint letter with Mr. Stark. The bill, as a whole, does not serve the purpose which, I believe, the Department itself ought to serve, or wish to serve.

If the only objection which could be raised to the bill was that of its effect upon one, or some few interests, this objection might be overruled on the ground that the opposition came from only those particular interests concerned, and that for the welfare of all, it would be necessary to have those interested thus treated.

I am becoming convinced that the only way nurserymen can secure legislation, of anything like the right sort, is for them to draft a measure, submit it to the interests

A POINTER IN EVERY ITEM

There is a pointer for the progressive nurseryman in every item in *AMERICAN FRUITS*. Read every item in this issue and then decide whether you can afford to miss the regular perusal of *AMERICAN FRUITS* every month in the year. Your competitor is busy.

Just say you saw it in *AMERICAN FRUITS*.

concerned, and then have the same introduced into Congress by some strong member in each house, and then place a representative,—perhaps two, one from the East and one from the West—in Washington ready to give information to the members of both houses, and to keep all concerned promptly advised on the progress of such measure.

I have no specific measure to advance, and will say that my fifteen years experience has enabled me to place reliance in the judgment and fairness of the western nurserymen in matters of this kind.

For this reason, and for purpose of showing that nurserymen favor safe and healthy legislation, I would suggest that your committee prepare a bill, embodying such legislation, and that the same be presented in some such manner as I have heretofore suggested.

Yours very truly,

S. J. Hunter, State Entomologist.

To Test Irish Roses

Huntsville, Texas, has her Luther Burbank in the person of J. Robert King, whose experiments in pollenizing, grafting and budding of plants and trees may add a chapter to the information of Texans interested along these lines. Mr. King's latest venture is an order to a Portland, Ore., firm for 100 Irish roses for experimental purposes. Pending the arrival of the plants, the ground has been put in thoroughly scientific condition, and a series of tests will be conducted and notes taken as to results will be given to the horticultural work. These plants are two years old, and are imported directly from Dickson & Son of Ireland, noted rose growers.

"American Fruits" Year Book and Directory Of Nurserymen For 1912

Nurserymen of the United States, Canada and Europe are listed with their addresses in the "*AMERICAN FRUITS*" YEAR BOOK AND DIRECTORY FOR 1912, now ready.

Also the shipping laws regulating transportation of Nursery Stock in the Union and in Canada, with the name of the State Official in charge. Statistical matter concerning the Nursery Business and Directories of Nursery and Horticultural Organizations, national, district and state.

Alphabetically arranged, profusely illustrated and indexed for ready reference.

The only exclusive Nursery Directory in the world revised to date.

PRICE, \$1.00. WITH "*AMERICAN FRUITS*" \$2.00

American Fruits Publishing Co.

123 Ellwanger & Barry Building
Rochester, N. Y., U. S. A.

WOOD TREE LABELS

Plain, printed, painted, iron or copper-wired. Write for samples and prices.

ALLEN-BAILEY TAG CO., Inc.
DANSVILLE, N. Y.

APPLE SEEDLINGS

We have the finest—smoothest—cleanest—Apple Seedlings that have ever gone on the market. Our soil conditions this season were just right and result is OUR GRADES ARE ABOVE THE STANDARD.

Absolutely no aphid or disease of any kind. We can furnish any grade either straight or branched roots. The growing of Apple Seedlings is our business—it is not a side line with us—and we put up a grade that has no competition.

We will gladly express a sample bunch to any one interested. Orders booked for immediate shipment or for next season at very close prices.

APPLE ROOT GRAFTS

We have put up 500,000 No. 1 Apple Roots Grafts on roots of our own growing and scions mostly from bearing orchards. Assortment runs largely to Jonathan, Gano, Grimes Golden, Wealthy, Wolf River, Black Ben Davis, York Imperial, etc., etc. Get our prices; they will interest you.

F. W. WATSON & CO.

TOPEKA, KAN.

3,000,000 Grape Vine Shoots

Yuba City, Cal.—It is estimated that not less than 3,000,000 grapevine shoots will be planted in Sutter County this spring, the majority of which will be of the Thompson seedless variety. Two landowners alone

have contracted for a million and a half of the young vines. Messrs. Jackson and Peters, neighbors who live a short distance south of this place. On the Gray and Stohman places other large lots will be put out.

As high as \$40 a thousand is being paid for the shoots, which are the result of last spring's planting. The strong demand for grapes harvested in 1911 and the good prices paid has caused landowners to lean to the vineyard.

In the vicinity of the Buttes, in the Western part of the county, almonds are being planted.

For Planting in Oregon

Falls City, Ore.—Five thousand cherry, peach, apple and pear trees have arrived, consigned to the Falls City Orchard Tract company. This is the first consignment of the ten thousand trees. The balance will arrive in April. Planting has been commenced. R. Taylor, an expert orchardist, and a former O. A. C. instructor, will have charge of the work. About 15 men will be employed. These trees were received from the Oregon Nursery company at Orenco.

Incorporations

Grand Rapids, Mich.—The Western Michigan Nursery and Orchards Co. has been organized with a capital of \$20,000.

Bedford, Mass.—The New England Nurseries Co. has been incorporated with a capital of \$40,000. The incorporators are: John Kirkegaard, John F. Gilchrist and B. E. Estes.

Arrangements have been made to plant 100 acres near Temple, Tex., to Malaga and Muscat European grapes. The vineyard will be the largest in Texas. Two carloads of vines have been ordered from Fresno, Cal.

BLACK LOCUST SEEDLINGS, all Grades

ASPARAGUS, 2 yr. Conover & Palmetto

STRAWBERRY PLANTS, 4 kinds

Large Supply—Prices Right

THE CUNNINGHAM NURSERY CO.

RISING SUN, IND.

Established 1886

W. T. HOOD & CO.

"OLD DOMINION NURSERIES"

Growers of

HIGH GRADE NURSERY STOCK

RICHMOND, VA

Offer for Spring, 1912: Peach, Pear and Cherry 1 and 2 year, Pear Seedlings. Also California Privet 1 and 2 year. Extra fine.

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A Virginian client writes under date of Feb. 2, 1912: "The apple seedlings we just received from you and opened, are UNUSUALLY FINE and we can assure you are entirely satisfactory in every particular."

FRUIT TREE SEEDLING STOCKS, as grown by **Doornbosch & Son, Veendam, Holland**, are **ALWAYS SATISFACTORY** in every respect. We want your **Order NOW** and will give you an **UNUSUAL ADVANTAGEOUS QUOTATION** for **Fall 1912 and Spring 1913 Delivery**. **OURS** is an entirely new seedling district that produces superior stocks, proven by those who have used them for several years.

THE HORTICULTURAL CO., Worcester, Mass., Sole Agents

APPLE

PEAR

CHERRY

PLUM

ROSA CANINA

LITERATURE

"Little Trees for Big Plantations" is the title of a modern price-list issued by the American Forestry Co., South Framingham, Mass.

Secretary G. Harold Powell, of the Citrus League of California, has issued in tabular form interesting figures showing the cost of producing oranges in California.

Prof. Oren Nelson, secretary of the Wyoming Horticultural Society, has published attractively, with illustrations special bulletins pertaining to work of the society.

"Weaver's Guide" is the title of the catalogue issued by H. S. Weber & Sons Nursery Co., Nursery, Mo. Fruit trees and plants, ornamental trees, shrubs, roses, vines, perennials and greenhouse plants are listed.

A block of preferred stock as issued by Jackson & Perkins Co., Newark, N. Y., is one of the half-tone illustrations in the January bulletin issued by this company—a bulletin, by the way, that should supply many wants.

Under the direction of Professor A. J. Cook, the California Commission of Horticulture is making rapid progress. One of the activities is a monthly bulletin containing much matter of interest to the orchardists and nurserymen of the state.

On account of the value of the hickory for shade, nuts, and many commercial wood products, Circular 144 of the Bureau of Entomology, U. S. Department of Agriculture, by A. D. Hopkins, treating of the hickory bark beetle, is of special interest to the people of any community, county or state within the natural range of this valuable tree.

APPLE TREES! APPLE SEEDLINGS!

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50,000 APPLE SEEDLINGS
100,000 APPLE TREES, 1 YEAR

Such as Stayman, Jonathan, Grimes Golden, Gano, M. B. Twig, Albemarle or Newtown Pippin

PRICES ON APPLICATION

THE MOUNTAIN VIEW NURSERY CO.
WILLIAMSPORT, MD.

ROOT CUTTING BLACKBERRIES

Erie, Ohmer, Snyder, Stones Hardy etc.

W. B. COLE,

Painesville, O.

At a recent sale at Sotheby's in London, England, the earliest printed book with figures of plants fetched \$480. It is catalogued as follows: "Apulsius Platonici. Herbarium Apulei Platonici and Marconi Agrippam." The book is extremely rare and contains 130 crude outline cuts of plants with contemporary manuscript names in Italian. It is on vellum enclosed in a cloth case. The book was printed at Rome about 1484.

The February number of the Review of Reviews contains an interesting paper on the Letchworth Park Arboretum, by Hon. Charles M. Dow, of the American Scenic and Historic Preservation Society, who is director of Letchworth Park at Portage. The paper is handsomely illustrated and emphasizes the beauty as well as the intrinsic value of Glen Iris Park. The establishing of the Letchworth Park Forest and Arboretum will not be entirely experimental. The Arnold Arboretum at Boston and the Highland Park Arboretum at Rochester, which are conceded to lead in experimental tree culture in this country, have already tried out many of the species which will be selected for forest purposes at Letchworth Park. Indeed, in so far as the many rare and choice trees of China and other parts of the world are concerned, these two important arboreta have thoroughly tested the hardiness and general adaptability of trees which will form an important feature of the great arboretum at Portage. Through a close working connection between the Boston Arboretum and the Highland Arboretum, practically all of the choice trees, some of them brought from the borders of Tibet, have been simultaneously grown at Boston and in Highland Park. The conditions at Portage do not differ materially from those at Rochester, and the experience of the two older arboreta will be at once available in making selections for the Glen Iris forests.

A standard reference book and even a text book in some educational institutions is the nursery catalogue of Ellwanger & Barry, Rochester, N. Y. The issue for 1912 is a beautiful and useful publication of eighty-four pages with entirely new and original illustrations and valuable descriptive matter in relation to the choicest orchards and garden fruits, lawn trees, shade trees, street trees, flowering shrubs, roses, paeonies, hedge plants and hardy plants, embracing in each department the largest and most complete collections in the country, with practical and concise directions for planting, pruning and care of same, con-

stituting an indispensable guide and manual for every intending planter, whether it be the owner of a small yard or large estate. Superintendents of parks, public grounds and cemeteries will find it a valuable book of reference. In both the fruit and ornamental, as well as in the rose department, the Mount Hope Nurseries are kept up to the times. The management endeavors to procure, as soon as introduced, every novelty at home and abroad that promises to be worthy of dissemination, and carefully tests it in trial grounds which are maintained at large expense. Ellwanger & Barry cultivate an immense stock, embracing great and varied collections suited to different soils and climates, and maintain a large force of skilled nursery assistants in addition to exceptional facilities for lifting, handling, packing and shipping. The catalogue is illustrated with a view of the fruit exhibit by Ellwanger & Barry at the State Fair in Syracuse and with engravings of the cups and medals awarded to this firm at various expositions and fairs. Diplomas and medals have been received by Ellwanger & Barry at all the great world's fairs of recent years: Paris, Chicago, Brussels, St. Louis, Buffalo.

Thumb-nail sketches that really illustrate the text form a novel and effective feature of the retail Nursery Catalogue of The Griffing Brothers Co., Jacksonville, Fla. Complete instructions are given for planting nursery stock of all kinds. Special offerings are: Grape fruit and orange trees, budded pecan trees, figs, peaches, grapes, palms, roses, ornamental trees and shrubbery; everything for the southern orchard, grove or garden.

The wholesale catalogue of bulbs and plants grown by DeGraaff Brothers, Leiden, Holland, is a valuable one to have on file, as it lists a great variety.

APPLE SEEDLINGS

Vermont grown seedlings from native seed, well rooted and extra size—a few left.

F. H. McFARLAND,

Hyde Park, Vermont

AMERICAN RED OAK

We have in surplus several hundred thousand RED OAK seedlings, 6-12 inches and 12-18 inches for fall or spring shipment. Let us quote you prices and send samples.

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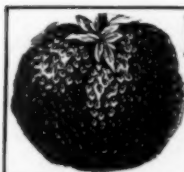
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SURPLUS—Large stock of one and two year Apple, Cherry, Pear, Plum, also, Peach Trees, all grades, leading varieties. 10,000 one and two year Asparagus. 75,000 Black Locust Seedlings all grades, 75,000 two year Cal. Privet all grades, two year Currants and Gooseberry Plants, Snyder Blackberry Root Cuttings. Cumberland Raspberry No. 1, tips, Carolina Poplar, all grades.

Send list of wants for Prices

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WESTMINSTER, MD.,



Fall Bearing Strawberries

These Berries are truly wonderful. They bear fruit every fall as well as spring, three crops in two years. They have yielded as high as 10,000 qts. to acre in Aug., Sept. and Oct. of first year, with us. We cannot get enough fruit to supply the demand at 25c per qt. wholesale. I know of nothing in the fruit line quite so profitable. We are also headquarters for Plum Farmer, Idaho and Royal Purple Raspberries, Early Ozark Strawberry, Watt Blackberry, Hastings Potato. Catalogue of all kinds of Berry Plants free. Address

L. J. FARMER, Box 284, Pulaski, N. Y.

GROWING CLEAN STOCK BY CLEAN

THE ARGUMENT by American Fruits, repeatedly made, that the growth and distribution of high-grade nursery stock with strict regard to truth as to varieties and quality will amply reward the operator on these lines is graphically illustrated by the experience of Herbert Chase, of Delta, Colo. Mr. Chase has been engaged exclusively in growing and selling nursery stock since 1889. His stock has been sold, without the use of agents, directly to large planters and nurserymen. Sixteen years ago, A. W. Carr, then operating a small nursery at Delta, bought 1,000 trees of Mr. Chase. Mr. Carr was pleased; his customers were pleased; the trees were true to name; year after year orders were repeated and doubled. In the summer of 1909 Mr. Chase located in Delta and built what is regarded as the most efficient packing house in the nursery business between the Missouri river and the Pacific Coast. He at once made a specialty of growing high grade trees for irrigated sections, to be disposed of in quantities only, direct to planters, for commercial orcharding.

The result proves conclusively that by specializing, eliminating unnecessary cost, personally knowing as many as possible of the customers and rigidly insisting upon the production of none but the highest grade stock and the handling of it so as to insure positive identity of varieties and the preservation of its vigor by avoiding exposure to unfavorable weather conditions, the highest success in the nursery business is attained.

This subject is of such direct interest to the nursery trade, and it tallies so well with the suggestions repeatedly made in these columns, as well as at national, district and state gatherings of nurserymen, that we give herewith somewhat in detail experiences by Mr. Chase, as evidence of the general proposition laid down. We run little risk of over-advertising Mr. Chase's business, for that is local in character while this publication is international in circulation.



HERBERT CHASE, Delta, Colo.

Citing letters from pleased customers, as illustrations of many received, Mr. Chase says: "These men buy trees for business reasons; they want the best. Not one buys my trees for personal reasons. This is a country where most tubs stand on their own bottoms.

"I do not know of states requiring as rigid inspection of fruit trees as Colorado. I hear much complaint from fruit-tree men on account of this, but the law is right. It gives the planter a measure of protection not furnished by most states. As a result the orchards of this section are freer from insect pests and diseases than the orchards of any other state east of Colorado,—perhaps in the country; I do not know about that.

"Our inspection room (20 x 50 feet) is constructed to give an abundance of light.

Moisture is controlled; no wind, sun, dust, heat or cold. Results from our trees show careful handling.

"Trees, like folks, vary. Some are weak; others strong. No nursery in the world is entirely free from trouble. We constantly watch for troubles known to the nurseryman. We can have for the asking advice and help from the Department of Agriculture at Washington and the Agricultural Experiment Stations and Colleges; we call on them often."

Mr. Chase does not depend on price for business. "Price does not always tell the story," says he. "For instance, in spring of 1910, Carl Westesen, Olathe, Colorado, planted 1,250 'cheap' trees from another nursery; 125 lived; they cost him \$125. The same season W. S. Girardet, Cedaredge, Colorado, planted 4,850 from us; 4,801 lived. What is the answer? Ask Westesen or Girardet."

Mr. Chase does not guarantee life. "I know how to care for trees; results show that. I deliver trees to you in perfect condition; then my responsibility ceases." He does guarantee varieties true to name. He does not introduce new or untried sorts; but he believes in propagating from exact parent trees, for there are better strains than others from the same variety.

"I do not expect orders from men who will not take the trouble to investigate the reliability of nurserymen," says Mr. Chase. "I expect the business of intelligent business men who will plant trees as a business proposition."

Up in Maine, in 1856, Ethan Allen Chase was employed by a New York nursery as an agent to sell their trees. One year of the work was sufficient; he did not like their methods; he had the old-fashioned idea that the plain truth would make as many sales, and be more satisfactory in the end. Furthermore, he then would enjoy the pleasure derived from honest transactions.



As a rule, trees are inspected on depot platforms, exposed to sun, wind and evaporation, as shown by these photographs. This photograph taken on the depot platform in Delta, spring, 1910.

METHODS A PRONOUNCED SUCCESS



Packing-house, Inspection room, Office, Herbert Chase Nurseries, Delta, Colo. 1. Windows (cannot be opened), two solid sashes with air-space between. 2. Vent doors (bound with wool felt and canvas) for escape of hot air. 3. Ends of cold-air ducts. 4. Inspection-room. 5. Office.

The next year he began business on his own account, and was a success from the start. In the sixties, he and his brothers established the firm of Chase Brothers, the New England Nurseries, Rochester, N. Y. At that time the nursery business was crude; little system, no stock books, no regular way of keeping track of what was grown or sold; it was all more or less guess-work. Ethan Chase made stock books, record books, nursery forms, put things in order; today the forms used by the great nurserymen of the country are practically those he made.

In 1891, Ethan Chase moved to Riverside, California, where he began the planting of citrus nurseries on a large scale, and orange groves by the thousand acres. Later he established the National Orange Company, of fifteen hundred acres (one of the largest orange companies in the world), of which he is president. By his methods of square

dealing he has established for his brands a reputation that is worth 25 cents to 50 cents a box above the average.

"He is eighty years young" says Mr. Herbert Chase; "no man living in southern California is esteemed more highly. For more than twenty years it was my privilege to be associated with him. I tell you these things that you may understand that I am in a position to know what I am talking about."

Incidentally it may be remarked that Mr. Chase has produced, with the aid of the McFarland Publicity Service, Harrisburg, Pa., a booklet which for originality of design and effectiveness stands in the front rank of American nursery catalogues; for a catalogue it really is, though decidedly different.

Mr. Chase has developed a new lead in American nursery methods—not new in the general plan, but new in its concentration upon important details and in general

treatment; and especially in a most happy and effective exposition of it. With the possible exception of a dozen, he is personally known to every important nurseryman in the United States and a regular attendant at the annual meetings of the American Association of Nurserymen. For this reason his reference to his practical work in the arid regions is of special interest.

Plant 1,260,000 Apple Trees

Missoula, Mont.—From Thompson Falls comes a statement that 1,260,000 apple trees will be planted this year on a tract of 1800 acres owned by the Clarksforks Development company, of which Senator Edward Donlon of Missoula is president. Senator Donlon and J. Herbert Anderson of Spokane, are the principal stockholders.



Interior of Inspection Room. Ample light. No sun; no wind; no frost; no evaporation. Herbert Chase Nurseries, Delta, Colo.

AMERICAN FRUITS

An International Nursery and Fruit Trade Journal, circulating throughout the United States and Canada and in foreign countries.

PUBLISHED BY

AMERICAN FRUITS PUB'G. CO.,

123 Ellwanger & Barry Bldg.

Rochester, N. Y.

Phones: - Main 1602; Main 2802

RALPH T. OLCOTT, Manager.

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Advertisements should reach this office by the 15th of the month previous to date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., March, 1912

WHAT THIS MAGAZINE STANDS FOR.

Clean chronicling of commercial news of the Nursery and Fruit Trade. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

RECORD OF AMERICAN FRUITS

The orchards in this country contain more than 200,000,000 apple trees, 100,000,000 peach and nectarine trees, 30,000,000 plum and prune trees, 18,000,000 pear trees, 12,000,000 cherry trees and 10,000,000 trees of other species. These gave us about 200,000,000 bushels of fruit, which was worth \$85,000,000 in 1900.

Exports of fruit in 1901 were worth \$8,272,213. Last year they were worth \$23,023,586, an increase of 180 per cent. in nine years.

Berries to the amount of 600,000,000 or 700,000,000 bushels are consumed by the American public every year.

The United States sent \$1,847,000 worth of dried apples abroad in 1910.

Americans bought \$6,847,000 worth of bananas in 1901, and nearly twice as much in 1910.

"AMERICAN FRUITS" points with pride to its advertising columns. Not all those in the nursery and allied trades are therein represented, but the leading ones are; and we believe that every advertisement represents a reliable concern. We court confidential information to the contrary.

"AMERICAN FRUITS" will not accept advertisements that do not represent reliable concerns.

INDEPENDENT AND FEARLESS

AMERICAN FRUITS is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only publication of the kind.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every corner of the Continent.

It represents, as its name implies, the Fruits of American Industry in one of the greatest callings,—Commercial Horticulture in all its phases of Nursery Stock, Orchard Planting and Distribution.

The Federal Bill

Through *American Fruits* the nurserymen of the country received last month the first announcement of the introduction of a new bill in congress for the inspection of nursery stock on the part of the federal government. This magazine published the earliest correct text of the new bill, H. R. 18,000, some other publications soon afterward publishing what purported to be the bill introduced but which they afterward learned was not the one presented to congress. We outlined, in connection with the text of the bill, the circumstances surrounding its introduction, including the surprise on the committee of the American Association of Nurserymen which had been given to understand at a previous conference in Washington that a draft of the proposed measure would be submitted to this committee for its approval. We also published the amendments suggested by the American Association's legislative committee as soon as it was informed of the introduction of the bill. It was stated late in January that the measure was introduced after it had been approved by W. P. Stark and Prof. S. J. Hunter. Telegrams and letters from Messrs. Stark and Hunter, published in this issue of *American Fruits* show that the bill was not approved by them; and, further, that owing to disagreement with the terms of the measure the Western Association of Nurserymen withheld its support of it.

On February 19 there was a hearing on the bill before the House committee to which it had been referred. The American Association of Nurserymen was represented at that hearing by President J. H. Dayton; Chairman William Pitkin, of the legislative committee, Thomas Meehan and James Pitkin. This delegation made a strong argument in favor of the amendments as outlined in the February issue of *American Fruits*.

A delegation of Californians was present to urge a stringent quarantine measure, with inspection at port of entry. In California there is intense interest in keeping out the dreaded Mediterranean fly; and, besides, that, the Californians are committed unqualifiedly to quarantine measures. The new Commissioner of Horticulture, Prof. A. J. Cook, is enforcing strictly the new California law on quarantine.

It is a matter of special interest to note that the amendments proposed by the nurserymen's committee, as published last month, have been approved by Prof. C. L. Marlatt, of the Bureau of Entomology of the Department of Agriculture, and by him have been recommended for adoption by congress. This should go a long way in support of the nurserymen's contention.

After hearing the arguments the House committee referred the matter to a subcommittee with instructions to report to the committee.

American Apples Abroad

Scotland buys practically all its apples from America and Canada. American cased apples, as the Newtowns of Oregon and the apples of Wenatchee, are purchased from American shippers through brokers at London. American apples enjoy two advantages over Canadian apples. Fresh apples from one section or another of the United States are exported at practically all seasons. Apples from California, Idaho, Maine, Michigan, New York, Oregon and Washing-

ton excel the best commercial grades produced elsewhere. American apples in barrels wholesale at Edinburgh for from \$2.98 or \$3.40 to \$3.89 or \$5.35 the 120 pounds. Cased apples range from \$1.82 the 38 pounds wholesale to \$4.01 the 37 pounds. It is to be understood that the lowest and the highest prices respectively refer to the poorest and the best kinds of apples.

Liverpool is the leading English port for the importation of American apples. Large imports of Newtons, Rome Beauties, Spitzenbergs and Winesaps have met with great favor; Newtons are preferred to all others.

One Cent Letter Postage

In 1883 the charge for first class mail matter was reduced from three cents a half ounce to two cents. Two years later the weight limit was raised to an ounce. Since then no change has been made in the tariff, although there has been a great increase in the use of the mails. Now the demand for cheaper postage has taken new life, and Senator Burton of Ohio has introduced a bill providing that after July 1 the rate shall be one cent an ounce for letter mail under the same conditions that are imposed at present.

It is pointed out by the New York Sun that during the 42 years following 1843 many reductions were made in the charges for carrying letters, but in the last twenty-seven years nothing has been done. The profits from first class matter have been counterbalanced by losses in other divisions, and the postal deficit was chronic until Mr. Hitchcock succeeded in bringing expenditures down to the level of income. A deficit in the Department caused by cheap, expeditious and satisfactory service would never excite public grumbling.

Notable Nursery Career

The marking of the 80th milestone in the life of Ethan Allen Chase, Corona, Cal., directs special attention to a remarkably active and useful career characterized throughout by those principles which govern highest thought and aim.

A product of the old Pine Tree state, which has furnished the country so many strong and useful men, Mr. Chase was better known in New York, where he was largely instrumental in building up the greatest nursery business in the country. He went to California when he was 60 years old and since his seventieth birthday he has developed nearly one thousand acres of the finest orange and lemon groves in all Southern California out of land that was as barren as the desert. A writer in the Riverside Press well says: "What is even more important, his example in the development of the hill lands and his prompt application of scientific principles to the business of handling fruit have been of untold value in directing the work of others along the same path to success which he blazed out. The beautiful groves he has planted and sightly scenic drives he has built, will be his best monument."

Ethan Chase founded Chase Brothers Co., Rochester, N. Y., and through him other large nursery concerns of Rochester and vicinity came into existence. The Alabama Nursery Co. at Huntsville, and through that the Chase Nursery Co., were founded by Ethan Chase. Of him Herbert Chase said recently: "I think he has been the means of planting more trees than any man who

has lived. He moved to Riverside when he was 60 years of age, and has grown young there. He has made unsightly, worthless desert places blossom as the rose. He has grown rich in the most beautiful way it is possible to make money i. e., not by bargaining, not as a task master, not as a competitor, but by bringing water to parched places, thereby allowing the land to produce wealth."

Clean Business Methods

Over and over and over has *American Fruits* argued for attainment of high ideals in business methods. Special prominence has been given in these columns to the admirable sentiments that have been expressed along these lines by J. R. Mayhew of Texas; President J. H. Dayton of the American Association of nurserymen; W. P. Stark of Missouri and others.

It is a pleasure to direct attention to the marked success that has attended the enterprise of Herbert Chase at Delta, Colorado, and to note that in all that Mr. Chase has done he has said a good word for others, as well as employed the highest principles in conducting his business. Only by direct mention and the citing of specific instances can we give force to a statement which, if it were simply generalized, would fall short of its full significance.

In the preface of his latest announcement from Delta Mr. Chase says: "There are many nurserymen from whom you can buy reliable trees; if you wish, I shall take pleasure in referring you to them, but I am not working for them; I am trying to attend to my own business; that will keep me busy."

In his trade list of 1907, issued from Huntsville, Ala., Mr. Chase named the nursery concerns doing business in Huntsville and said: "Not one is connected with another; all are keen competitors, all reliable; all want your business and will do their utmost to please you. We are grateful for the business you have given us and hope to merit its continuance, but if not fortunate enough to secure your orders we will be glad to see them go to our neighbors. This book is to help sell our own stock. We're not trying to attend to our neighbors' business, but are glad to say, you can buy good stock from them too."

We refer again to the subject of clean business methods, not because the nursery trade is in need of particular admonition, but because in these strenuous times there is need in all kinds of business to pause often to consider these things.

Much-Needed Instructions

Arrangements have been made for a special course to be given to fruit inspectors during the farmers' week at the Oregon Agricultural college, covering the various phases of nursery and orchard inspection. This is welcome news. Such instruction has been much needed, as nurserymen will testify. So wide of the mark have been some inspectors' rulings that their orders have been promptly rescinded by their superiors.

Strong demand for peach farms in southwestern Arkansas is reported.

KEEP IT IN MIND

\$1.50—*American Fruits*, one year in U. S.
\$2.00—*American Fruits*, one year, Canada.
\$2.00—*American Fruits*, one year, foreign.
\$1.00—*Directory of Nurserymen*, 1912.

Quarantine—Inspection

An illustration of the effect of quarantining nursery stock, instead of providing for inspection, was seen last month in California. The state horticultural commissioner placed a quarantine on nursery stock from four counties, because of danger from peach borer. The California Nurserymen's Association, recently formed, protested against the quarantine on the ground that it worked an injustice to those nurserymen whose stock was known to be clear. Two days later the quarantine order was rescinded and strict inspection was substituted.

Commenting on the matter State Horticultural Commissioner A. J. Cook said: "We have been shown that our order worked a considerable hardship on many of the growers of the four counties. They were shipping many young trees to various parts of the state, many of them entirely free from the peach-borer, to prevent the spread of which our quarantine was issued. We believe now that we can effectively prevent the shipment of any infested trees by making a thorough inspection of all shipments. In case any shipper is found trying to send infested trees his business will be stopped."

It is for inspection instead of quarantine that *American Fruits* has argued whenever a federal quarantine bill has been proposed. The same kind of injustice would be done—and to much greater extent. With adequate inspection laws to catch the infested stock there should be no need for a quarantine shutting out all stock.

"American Fruits" as Text Book

The high character of the subject matter in *American Fruits* magazine is recognized in many ways. It has now been adopted as a text book in the University of Tennessee.

Grapes in Minnesota

More than three hundred varieties of grapes, all of them adapted to successful growth in Minnesota, have been grown on the state fruit breeding farm at Zumbra Heights, Lake Minnetonka, according to the report of the committee of the State Horticultural society appointed to report on the work done at the farm. The report drawn by E. Yanish of St. Paul and E. A. Smith of Lake City, is called for annually by the legislative act of 1907 creating the farm.

The number of growers of small fruit plants in Ohio has been considerably decreased by the fact that fees are now required for nursery inspection. Extreme drouth of last summer has also reduced the list.

It is an anomalous fact, says the Atlanta, Ga., Journal, that the consumers of this and many neighboring cities should now be paying a dollar a dozen for apples shipped from distant corners of the continent, when at our very gateway lie such fertile opportunities for producing this much sought fruit.

Apple raising, like many other useful and profitable industries, has long been neglected in Georgia, but happily the people are at length awakening to their opportunities.

Imitation is the sincerest form of flattery and we are trying to remain modest despite instant appropriation of *American Fruits* methods.

NURSERY INSPECTION OFFICIALS.

Alabama—Prof. F. F. Williams, Auburn.
Arizona—A. W. Morrill, Phoenix.
Arkansas—Prof. Paul Hayhurst, Fayetteville.
California—Hort. Quarantine Officer, San Francisco.
Colorado—Prof. C. P. Gillette, Fort Collins.
Connecticut—Dr. W. E. Britton, New Haven.
Delaware—Wesley Webb, Dover.
Florida—E. W. Berger, Gainesville.
Georgia—E. L. Worsham, Atlanta.
Idaho—J. U. McPherson, Boise.
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Indiana—C. A. Baldwin, Indianapolis.
Iowa—Prof. H. E. Summers, Ames.
Kansas—State Ent. Com'n., Topeka.
Prof. T. J. Headlee, Manhattan.
Prof. S. J. Hunter, Lawrence.
Kentucky—Prof. H. Garman, Lexington.
Louisiana—J. B. Garrett, Baton Rouge.
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Maryland—Prof. T. B. Symons, College Park.
Massachusetts—Dr. H. T. Fernald, Amherst.
Michigan—Prof. L. R. Taft, East Lansing.
Minnesota—Prof. F. L. Washburn, St. Anthony Park.
Mississippi—R. W. Harned, Agricultural College.
Missouri—Leonard Haseman, Columbia.
Montana—M. L. Dean, Missoula.
Nebraska—Prof. Lawrence Bruner, Lincoln.
Nevada—J. E. Stubbs, Reno.
New Hampshire—Charles W. Stone, Durham.
New Jersey—Dr. John B. Smith, New Brunswick.
New Mexico—Prof. Fabian Garcia, Agr'l College.
New York—George G. Atwood, Albany.
North Carolina—Franklin Sherman, Jr., Raleigh.
North Dakota—Director Expt. Sta., Agr'l College.
Ohio—N. E. Shaw, Columbus.
Oklahoma—Benj. F. Hennessy, Guthrie.
Oregon—H. M. Williamson, Portland.
Pennsylvania—Prof. H. A. Surface, Harrisburg.
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South Carolina—A. F. Conrad, Clemson College.
Tennessee—Prof. G. M. Bentley, Knoxville.
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Vermont—M. B. Cummings, Burlington.
Virginia—Dr. E. A. Back, Blacksburg.
Washington—Hon. F. A. Huntley, Tacoma.
West Virginia—Prof. J. H. Stewart, Morgantown.
Wisconsin—J. G. Sanders, Madison.
Canada—Dr. C. Gordon Hewitt, Ottawa.

STATE HORTICULTURAL SOCIETIES.

Arizona—R. H. Forbes, Tucson.
Alabama—P. F. Williams, Auburn.
Arkansas—Prof. Ernest Walker, Fayetteville.
California—H. H. Lillienthal, San Francisco.
Connecticut—H. C. C. Miles, Milford.
Florida—E. O. Painter, Jacksonville.
Georgia—J. B. Wright, Cairo.
Illinois—W. B. Lloyd, Kimmunity.
Indiana—C. G. Woodbury, Lafayette.
Idaho—W. N. Yost, Meridian.
Iowa—Wesley Greene, Davenport.
Kansas—Walter Wellhouse, Topeka.
Kentucky—W. R. Butten, Bedford.
Louisiana—F. H. Burnette, Baton Rouge.
Maine—E. L. White, Bowdoinham.
Maryland—Prof. C. P. Close, College Park.
Massachusetts—William P. Rich, Boston.
Michigan—Charles E. Bassett, Fennville.
Minnesota—A. W. Latham, Minneapolis.
Mississippi—H. E. Blakelee, Jackson.
Missouri—Dr. W. L. Howard, Columbia.
Montana—M. L. Dean, Missoula.
Nebraska—C. G. Marshall, Lincoln.
New Hampshire—R. S. Pickett, Durham.
New Jersey—Howard G. Taylor, Riverton.
New Mexico—J. D. Sena, Santa Fe.
New York—E. C. Gillett, Penn Yan.
John Hall, Rochester.
North Carolina—Prof. W. N. Hutt, West Raleigh.
North Dakota—O. O. Churchill, Agr'l College.
Ohio—F. H. Ballou, Newark.
Oklahoma—J. B. Thoburn, Oklahoma City.
Oregon—Frank W. Power, Portland.
Pennsylvania—Chester J. Tyson, Floradale.
Rhode Island—Arthur C. Miller, Providence.
South Dakota—Prof. N. E. Hansen, Brookings.
Tennessee—Prof. Charles A. Keffer, Knoxville.
Texas—Prof. E. J. Kyle, College Station.
Utah—J. Edward Taylor, Salt Lake City.
Vermont—M. B. Cummings, Burlington.
Virginia—Walter Whately, ~~Secret~~.
Washington—L. M. Brown, Walla Walla.
West Virginia—A. L. Dacy, Morgantown.
Wisconsin—F. Cranefield, Madison.
Wyoming—Aven Nelson, Laramie.

THE AMERICAN ASSOCIATION

Membership in the American Association of Nurserymen is an asset in the business of the nurseryman who will study the proceedings, attend the conventions and take part in the discussions of practical trade topics. Write to Secretary John Hall, Granite building, Rochester, N. Y., today, if you are not a member.

"Success for the planter means increased business for the nurseryman, and the relationship between them should not terminate with the sale and delivery of the trees."—E. F. Stephens.

Nurserymen Agree to Quarantine

The following letter was sent under date of Feb. 19, 1912, to C. L. Marlatt, U. S. Bureau of Entomology, Washington, D. C., by W. P. Stark, chairman, and Prof. S. G. Hunter, of Western Association of Nurserymen:

Your letters of the 14th and 16th inst., to each of us being much the same in tone, we have decided, after a conference, to answer them jointly.

1st. Supposing your interpretation of Mr. Stark's position was valid, and gave you authority to introduce the tentative bill sent you, no justification could here be found for introducing House Bill 18,000 without consultation. On the contrary, Mr. Stark's assent and approval was with the understanding before him that the bill was to be presented to the seventy-two members of The American Nurserymen's Association, in accordance with the Washington agreement, and as far as we know, House Bill 18,000 was never submitted to any nurserymen, nor members of the Washington conference outside of the Department of Agriculture.

2d. The instructions under which we were appointed were specific, and have since been reiterated to us by the leading members of the western association. We have, therefore, no authority to change our position.

3d. If, as you say, the changes made by you in sections two and four are of little moment, why was it necessary to introduce such changes?

4th. In your letter to each of us you say that "The Government is not undertaking, under the bill, to inspect any nursery stock whatever. All inspections remain with the state as now." Further you state that idea of inspection is not even brought up. We would therefore, respectfully ask, who is going to inspect this stock, and what is the purpose of the bill you are endeavoring to have enacted into law?

5th. We are at a loss to understand why

it was necessary to have the matter presented before the agricultural committee two days before the regular weekly session of that committee, within too short time for the fastest train service to bring us to Washington after telegraphic notification had been received?

Present Status of Bill

Editor American Fruits:

The present status of the Simmons bill is as follows:

Our committee reached an agreement with the Department of Agriculture on several minor changes in the bill some time ago, and finally reached an agreement on the wording of the quarantine sections limiting their operation to insects and diseases new to or newly discovered in the United States.

On Monday of this week our committee had a hearing before the House Committee on Agriculture, and at that hearing Mr. Marlatt, of the Department of Agriculture, reported the agreement made with the nurserymen and recommended the passage of the bill as amended.

A strong delegation of California fruit people, backed up several California members of Congress, made a very urgent appeal for more drastic legislation, advocating absolute power of quarantine and inspection at ports of entry.

It was quite evident that the sympathy of the members of the house committee was not with the nurserymen, and while we presented our arguments we were quite convinced that the committee would not favor any bill leaving the quarantine sections to apply only to new insects.

After the hearing was concluded the whole matter was referred to a sub-committee with instructions to formulate a bill and report the same to the full committee.

A little later our committee decided to say to Dr. Howard that in view of the situa-

tion, and the evident inclination for more stringent legislation, that we had decided to stand for the printed wording of the quarantine sections number eight and nine of the bill, as introduced in January, which would practically mean full quarantine powers, both foreign and domestic, and urged the doctor to secure if possible the approval of the House Committee to this proposition.

I have a letter this morning from Dr. Howard saying that the sub-committee has agreed to report the bill to the full committee, as suggested by the department, and undoubtedly this recommendation will be adopted by the House Committee. It, of course, remains to be seen what action will be taken by the House and Senate.

The only changes in the printed bill introduced January 15 of importance are the provisions for notice and hearing before any quarantine or radical action is determined on by the commission, and Section 4 provides that the notifications may be sent to the state official whose duty it is to look after inspection at destination.

This bill, of course, is not what has been desired by our committee, but a careful consideration of all the facts, circumstances and opposition, which developed at Washington, influenced us to believe that the time had come when it was necessary for us to join hands with the department and agree to this bill in order to ward off something else that might be much more dangerous and burdensome, or in other words, it was in the judgment of our committee the best that we could do under the circumstances, and if the measure is adopted by the House and Senate and without further amendments, we shall feel that under existing conditions we were fortunate.

William Pitkin,
Chairman.

Rochester, N. Y., Feb. 23, 1912.

HIGHER GRADE NURSERY STOCK

IN STORAGE READY FOR SHIPMENT ON ONE DAYS NOTICE WITH THE EXCEPTION OF SHADE TREES WHICH WILL BE DUG FROM FIELD

Our manner of propagation gives individuality to stock which we offer. Graded clear of root knot, gall, hairy root and crooked or undesirable trees. Peach trees staked in bud, giving symmetrical, straight trees. Fine roots budded on natural pit seedlings. Shade trees transplanted at one year to make root system. Cut back after one year growth to make quick, smooth, straight bodies. Catalpa Speciosa of our well known reputation of fine plants from pure seed.

APPLES—	3-4 ft.	2-yr. 4-6 ft.	2-yr. 4-5 ft.	2-yr. 3-4 ft.	2-yr. No. 1 3-4 ft.	1-yr. 2-3 ft.	2-3 ft.
Arkansas Black....	666	363	322	247	167		117
Gano	5428	5505	3926	3512	1565	1547	424
Grimes Golden	54	2175	1295	143		1223	94
Johnathan	8523	12670	8231	5058	4469	2762	1474
Maiden Blush	6	452	333				
Mammoth Blk Twig.1640	1488	290	447	256	922	184	
Missouri Pippin....	927	302	370	240	360	401	148
Newtown Pippin....	132	65	187	180	80	1049	252
Ragan	6342	3136	3218	1561	1754	1515	548
Rome Beauty	2916	1380	1784	998	811	531	346
Spitzenburg	443	587	515	396	510	328	103
Stayman Winesap.1789	3033	785	623	430	3618	932	
Winesap	2629	2788	3936	2921	1790	3908	1968
W. W. Pearmain....	2811	1234	642	531		39	25
York Imperial.....	599	255	227	253	199	42	190
McIntosh Red.....	281		562	406	220	547	321

PEACHES—	3-4 ft.	1 class 4-6 ft. 1 to 1 1/2	4-5 ft. 1 to 1 1/2	3-4 ft. 1-yr. 2-3 ft.	18-24 in.
Blood Cling.....	20	228	208	301	298
Elberta	7437	962	13981	3033	1188
Orange Cling		31	152	197	400
Elberta H.	1265	1234	4757	5110	5283
Phillips Cling		72	203	269	418

SHADE TREES—	10-12	8-10	6-8	4-6	3-4
Catalpa				598	31268
Elm	298	2407	7337	10445	
Locust	92	759	4625	6442	2000
Soft Maple	294	237	209	2400	245
Poplar	442	148	50	131	
Box Elder			52	249	48
Maple Cutleaf			24	90	46
Russian Olive					48 107

APPLES—	Buds 1 yr. 3-5 ft.	Buds 1 yr. 2-3 ft.	Buds 1 yr. 1-2 ft.
Jonathan	1185	1824	540
Rome Beauty	1150	695	
Spitzenburg	895	340	127
W. W. Pearmain	530	252	80
McIntosh Red	1611	300	100
Newton Pippin	325	360	220
Ragan	2886	793	

PEARS—	1271	1829	506	722
Bartlett				
Keiffer's Hybrid	470	4840	4606	2745

NOTE: Can quote low price on clean stock slightly crooked grade or stock marred by broken root in peach or apple.

THE WINFIELD NURSERY COMPANY

J. MONCRIEF, President

WINFIELD, KANSAS

First Victoria Medal Outside of Britain

The Victoria medal of honor for distinguished services to horticulture has been awarded by the Royal Horticultural Society of Great Britain to E. H. Wilson of the Arnold Arboretum. Never before has this honor been conferred outside the British Isles. Only 60 such medals are conferred. At the death of the holder of this honor the society meets and fills the vacancy.

Throughout the world Mr. Wilson's work has gained recognition. He has the distinction of having introduced more plants into America than has any other man. He has gained the nickname of "China," because he spent seven years in the interior of that empire seeking varieties of useful and ornamental plants to introduce into America and England. Of late years he has made his expeditions in the interest of the Arnold Arboretum.

Canadian Growers Confer

The third Dominion conference of fruit-growers was held in Ottawa, February 14-15. Hon. Martin Burrell extended welcome. Hon. Sydney Fisher, Alexander McNeill, chief of the fruit association, Prof. W. T. Macoun and Hon. R. L. Borden were speakers. A central organization of fruit-growers was urged.

In the order of popularity for growing in Oklahoma are Ben Davis, Missouri Pippin and Jonathan. Next come Gano and Grimes Golden.



ERNEST H. WILSON
Botanist, Arnold Arboretum
Signally Honored by England

The experiment station officials at Mountain Grove, Mo., propose to make a thorough test of the efficiency of heaters in orchards in time of frost.

State Horticulturist M. L. Dean, of Montana, proposes to establish stations for inspection of nursery stock coming into the state at Billings, Glendive and Great Falls.

The Mediterranean Fly

California horticulturists are exerting every means to prevent the Mediterranean fly from securing a foothold there. The chief point of danger is the Hawaiian Islands. The California legislature has passed a rigorous quarantine law aimed at this pest.

This fly is known in entomology as *Ceratitis capitata*. It is about the size of the common house fly. It is ochreous yellow in color, lighter on the sides of the thorax and the basal joints of the antennae. The eyes are reddish purple, and there is a blackish blot on the center of the forehead, whence spring two black bristles, with other black bristles fringing the head.

It is an active insect, running over foliage and fruit, with wings drooping on each side of the body. It pierces the skin of the fruit and there deposits its eggs. The fruit goes on ripening and reaches maturity without an outward sign of rotteness—but the eggs hatch and the fruit is filled with a hateful mass of maggots.

In Malta, St. Helena, Mediterranean countries, South Africa, Western Australia, New South Wales, Brazil, India, New Zealand, the damage already done is said to be incalculable. No sprays or washes so far tried are of avail. The only remedy so far found is a parasite obtainable in Brazil.

Ten thousand persons attended the third annual Ohio Apple Show at Marietta in January.

For Winter and Spring Orders

WE OFFER THE FOLLOWING FROM OUR
MACCLENNY NURSERY

- 1000 Mulberries, mostly of Hicks variety smooth and free from blight.
- 45000 Figs, mostly of the Celeste and Lemon varieties.
- 20000 Peach, in 2 to 3 ft., 3 to 4 ft., and 4 to 5 ft., sizes.
- 25000 Plum on Plum, Abundance, Burbank, Wickson, Red June, Gonzalez and other leading sorts. Sizes 1-2, 5-8, 3-4 and 1 inch.
- 10000 Roses Teas, Hybrid Teas and climbers all grafted very low on Manetti roots. Field grown.
- 6000 Biota Aurea Nana sizes 18 inches and up.
- 10000 Biotas and other Conifers 12 inches and up. Conifers can be balled or shipped with naked roots.
- 25000 Chinese Arborvitae Seedlings 2 and 3 year, 6 inch to 3 ft. sizes.
- 5000 Muscadine Grapes.
- 20000 Trellis varieties Grapes.
- 70000 Camphor Trees sizes 1 to 3 ft.
- 3000 Pot Grown Eucalyptus sizes 3 to 5 ft.
- 4000 Oriental Plane sizes from 4 to 12 feet.
- 3000 Texas Umbrella sizes from 4 to 8 feet.
- 2000 Oleander field grown 3 to 5 ft. sizes.

A general variety of Orange and Grape fruit trees. Could also supply limited quantities of general list of Fruit and Ornamental trees to be used to fill in with orders.

Stock is fine and will be sold at Right Prices
THE GRIFFING BROTHERS COMPANY
JACKSONVILLE, FLORIDA

HILL'S EVERGREENS SEEDLINGS AND TRANSPLANTS

Large Stock - Honest Prices

Deciduous Forest Tree Seedlings

Grown in immense quantity

Spring Trade List now ready

If you Don't receive your copy, let us know

D. HILL NURSERY COMPANY

D. HILL, Pres.,

Evergreen Specialists

Largest Growers in America

Founded 1855

DUNDEE, ILLINOIS

Box 802

Demand for Fancy Fruit Has Never Yet Been Met

THE FIFTH annual convention of the State Horticultural Society held at Weiser January 25, 26, 27 was very well attended. The proceedings were full of interest and received close attention from the wide-awake body of horticulturists present.

J. U. McPherson, State horticultural inspector, reported that up to this time there had been planted in Idaho about 120,000 acres of orchard, in Oregon about 115,000 acres of orchard, in Washington about 115,000 acres of orchard. Additional areas of commercial orchards are being planted from year to year. This led Mr. McPherson to urge, first, that varieties adapted to elevation and district should be selected; second, better methods of cultivation, careful spraying, pruning, thinning of the crop and yet more important, perhaps than any one of these, that the fruit should be carefully graded and packed and honestly marked; that when a box was marked "extra fancy" the purchaser should find that the fruit from top to bottom was really, exactly what it claimed to be. This would help to build up the reputation of Idaho fruit and result in its being sold to best possible advantage.

During the trip of the governor's special Mr. McPherson visited for several days the apple markets in Chicago. He found that Idaho fruit, of the extra fancy Jonathan,

had sold at from \$2.25 to \$4 per box with an average of \$3.10 per box. Extra fancy Rome Beauty sold at from \$2 to \$3 per box with an average of \$2.50 per box. Fancy grade Jonathan sold at \$1.50 per box; fancy Rome Beauty, \$1.75; fancy Ben Davis seventy-five cents to \$1. Third grade termed choice sold at seventy-five cents to \$1 per box.

The cost of growing and packing fruit, especially where paper wrapped, costs from forty to fifty cents per box. The freight rate averages fifty cents per box. It, therefore, costs the grower ninety-five cents per box to produce fruit and get into the Chicago market. Evidently there is a margin to the grower of \$2.05 per box, less the commission and sale expenses on the extra fancy grade. A margin of \$1.55, less selling expenses on the fancy grade, whereas the choice grades might return five cents per box and sometimes nothing at all. Hence the supreme importance that in the selection of soil and location, cultivation, pruning, thinning and every detail connected with picking, packing and marketing there should be the utmost skill and care exercised in the effort to grow the largest possible percentage of extra fancy and fancy grades. Hardly wise to make any shipment of third grade fruit to eastern markets.

The experience of the past season and of preceding seasons has been that the demand for extra fancy grades of fruit has never yet been supplied, and with the rapid expansion of markets there was every possible encouragement for the feeling that the market for extra fancy grades was not likely to be fully supplied. Hence the supreme importance of so using our superior soil, climate and conditions as to transportation, as to develop and place in market the largest possible percentage of extra fancy and fancy grades of fruit.

In supporting this suggestion Mr. McPherson quoted statistics, stating that some years ago there was grown and marketed a crop of sixty million barrels. During the year 1911 the commercial crop of apples in the United States was about thirty million barrels, and during this period there had been a considerable increase of population of the United States and an additional outlet in foreign markets have been created.

Texas Horticulturists

President J. M. Ramsey, Austin, presided at the mid-winter meeting of the Texas Horticultural Society in Houston, Jan. 18-19. The programme provided profitable discussion of practical topics. Otto Locke discussed ornamentals; J. W. Stubenraugh, fruits; Fernando Miller, pecans; F. W. Malley, horticultural development in Southwest Texas. There were "talks by veterans": E. W. Kirkpatrick, T. V. Munson, Gilbert Oederdonk and A. M. Ragland.

The delegates were taken for a trip down the Houston ship channel to San Jacinto Battleground Park by Mayor H. Baldwin Rice on his yacht, the Zeeland. At night there was a banquet tendered by the citizens of Houston at the Brazos hotel, at which Sam H. Dixon was toastmaster. The headquarters of the society were at the Bender hotel.

The Raisin Industry

More than \$1,000,000 worth of raisins were exported from the United States in the last fiscal year, the quantity, 18,500,000 pounds, being far in excess of the total exported in any earlier year. The imports during the year amounted to only 2,500,000 pounds, against 10,000,000 pounds in 1903 and as high as 50,000,000 pounds in certain years prior to the development of production in the United States.

FOR SPRING OF 1912

We offer more than our usual supply of One and Two Year Apple Trees.
We still have a large lot of Scions to offer
Write for prices.

JOHN A. CANNEDY NURSERY & ORCHARD CO.
CARROLLTON, ILL.

We are way ahead of last year in the volume of our collection business; but still we can do yet more. Do not wait but send us now all your back accounts. Rates and methods on applications.

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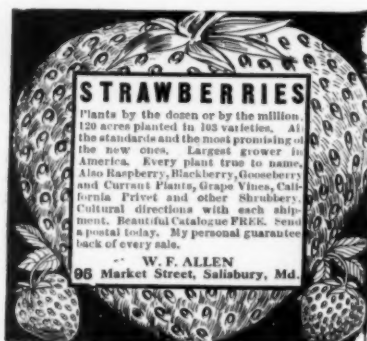
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Send for samples and prices.

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Large stock of all kinds of Strawberry and Blackberry Plants, Grapevines, Asparagus and Rhubarb Roots, Cal. Privet at wholesale price.

MICHAEL N. BORGO,
Vineland, N. J.



Large Stock of
APPLE TREES
APPLE SEEDLINGS
Shade and Ornamental Trees
Apple Grafts made to order; write for prices
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FOREST TREES SEEDLINGS AND TRANSPLANTS

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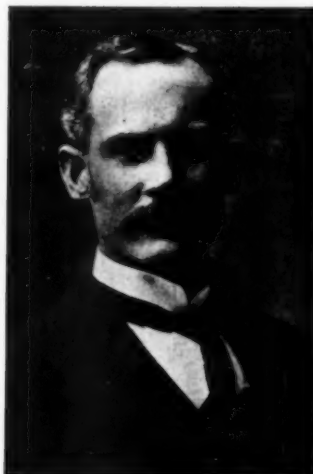
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Men of the Hour--"American Fruits" Series



PROF. G. M. BENTLEY, Knoxville
Secretary Tennessee Nursery Association



E. W. CHATTIN, Winchester
President Tennessee Nursery Association



A. J. FLETCHER, Cleveland
Ex-Pres. Tennessee Nursery Association

Tennessee Nurserymen

The Tennessee Nurserymen's Association met in Nashville Jan. 26. T. B. Thackston discussed "Co-operation in Selling Nursery Stock and Marketing Fruit," a subject that represents in a nutshell the field of endeavor of *American Fruits*. Robert S. Walker told of "Quiet Hours for the Nurserymen." Most nurserymen believe their only quiet hours are when they are asleep. W. H. Stark, Louisiana, Mo., discussed the federal inspection bill. Henry R. Howard, Chattanooga, reported on the American Apple Congress of which he is vice-president. E. W. Chattin is president and Prof. G. M. Bentley is secretary of the Tennessee association.

Mr. Thackston made a plea for co-operation in selling nursery stock; co-operation along lines of practical advice to orchardists as to location of orchards and kinds of stock that are suitable to special conditions, enforcement of laws, selling stock true to name, avoidance of substitution, advertising of products.

Chairman Hilton—"I have great sympathy, respect and love for the nurseryman, having been secretary of the Knoxville Nursery Company for a number of years. I have worked in the field and as an agent selling trees. When an agent goes out he ought to swear that he will tell the truth when he goes out over the country to sell trees. I am not selling trees now, I am selling fruit. I think that many times the nurserymen is falsely accused and is not to blame for selling trees that are not true to name. We send the order out to be filled and perhaps the workman misunderstands or sometimes makes a mistake in the labeling; sometimes if he fails to find the right variety he takes the next one, and I do not think that the nurseryman is to blame; he is often imposed upon. This year I am planting 55,000 new trees, buying them from nurserymen in Tennessee, Alabama and Georgia; and I am confident that they are all right."

W. W. Twitty, Taft, Tenn., is the vice-president of the Tennessee association.

Charles Pennington, Ruthford, is vice-president for West Tennessee; James Webb, Smithville, for Middle Tennessee; A. J. Smith Knoxville, for East Tennessee.

A Mile of Garland

San Bernardino, Cal.—More than a mile of garlands made of the twigs of redwood trees gathered from the giants of the forests in the Santa Cruz mountains, formed a part of the elaborate decorative scheme in the National Orange Show at San Bernardino the week of February 19 to 24. Tall snow white pillars in large numbers were used, the green garlands twined about them, and the white and green forming an artistic setting for the sea of orange color of fruit and flags to be seen on every hand. An elaborate electrolier lighting scheme added novelty and beauty to the show.

Commercial Orchardng

Grand Rapids, Mich.—To improve the quality and marketing of Michigan fruit the Western Michigan Nursery and Orchards Company has been organized by Glen R. Munshaw, deputy commissioner of the state land office, and Adrian Heyboer of the Woodside Nursery Company.

The company has taken over the nursery stock of Mr. Heyboer on Kalamazoo avenue and will operate a commercial apple orchard of 10,000 trees, made up of individual orchards leased for five years, at the expiration of the lease the orchard to be turned over to the lessors or the lease renewed. Several fruit growers are interested in the company. The company is capitalized at \$25,000.

National Retail Association

National Association of Retail Nurserymen in annual session in Rochester, N. Y., January 26, re-elected its officials, as shown in *American Fruits* Directory in this issue.

Strawberry Plants to Japan

The Canby, Ore., branch of the R. M. Kellogg Company, of Three Rivers, Mich., recently sent 2,000 strawberry plants to Japan by mail. It is said that the Orient soon will be large purchasers of the plants. They

can be sent by mail, parcels post, in 11-pound packages, to Japan, cheaper than they can to Portland.

Georgia Horticulturists

At the thirty-sixth annual meeting of the Georgia Horticultural Society, resolutions were adopted to the following effect:

"That it indorsed and fully approved of the work of the state bureau of entomology and other work carried on in the state department of agriculture, and that it desired to see the appropriations of the present continue for these lines of endeavor. That it fully indorsed and approved of the extension work along all lines, especially in horticultural lines at present being carried out by the State College of Agriculture; that it extended vote of thanks to the board of trustees, the president and faculty of the State College of Agriculture for their co-operation in the meeting, and that it approved of and hoped to see the congress of the United States extend at an early date federal aid to extensive teaching in agriculture and horticulture."

R. C. Berckmans was elected president; Prof. T. H. McHatton, Athens, secretary.

Orange Trees Are Higher

Fresno, Cal.—The demand for orange trees in Southern California is far beyond the supply of that district, as the nursery stock was killed by the severe frosts, and the rest of the state is being drawn upon to furnish trees to the orange orchardists. The price per tree in Southern California has risen fifty per cent. Trees that sold for 75 cents and \$1 last year now sell for \$1.50. Though trees are being shipped from here to southern points, the local prices have not risen appreciably in sympathy with the southern prices. One dealer stated that they are selling lower than last year, offering trees that last year brought 90 cents to \$1, for 80 to 90 cents. Reports from Porterville show that the price there has risen from \$1.10 to \$1.35 for certain kinds of stock. These prices are contract prices, for large lots of trees.

Fruit Survey of One New York Township

In Parma, N. Y., a count has been made of the apple trees, including not only the trees in bearing orchards, but all of those planted up to and including the year 1908, whether in regular orchards, in gardens or along the roadsides.

The earliest planting of apple trees recorded in Parma township was in 1818, consisting of two orchards aggregating eight acres and 230 trees. The most important planting period of orchards which were in bearing when the survey was made was from 1869 to 1873, inclusive when seventy-two orchards, comprising 427 3-4 acres, were planted with 16,317 trees. The next important planting of orchards now in bearing was in the period from 1874 to 1878, when 16,252 trees were planted in seventy-four orchards with 427 1-2 acres. The earliest important planting period was from 1864 to 1868, consisting of seventy orchards, aggregating 388 1-4 acres, with 14,713 trees.

The largest planting in the history of the industry in Parma was between 1904 and 1908, inclusive, when 21,289 trees were planted on 984 acres. The trees of this planting are classified under the head of orchards not yet in bearing, but which obviously are now coming into maturity.

The totals given in the survey are interesting. In the bearing class, 349 orchards, with an acreage of 1,932 1-4, there are 72,332 trees. The orchards classed as not bearing comprise 1,141 1-2 acres, with 26,734 trees. Mixed plantings, including roadsides, are placed at 653 acres with 22,886 trees. This gives a grand total of acre-

age devoted to apple raising in the township of Parma of 3,726 3-4, and the number of trees 121,952. The acreage of mixed plantings is of necessity estimated, but the garden and roadside trees were counted.

Parma is but one of several important fruit centers of Western New York.

Big Orchard Project

Thompson, Wash.—One million two hundred and sixty thousand apple trees will be planted on 1,800 acres of land at Thompson Falls by the Clarks Fork Development Company of Spokane, recently organized with a capitalization of \$2,000,000 by Senator Edward Donlan of Missoula and J. Herbert Anderson of Spokane, the principal incorporators. Four thousand acres will be planted this spring. Several hundred men will be employed at the beginning of the planting season. The orchard will be the largest commercial apple orchard project in the western country, having 1,000 acres more than is contained in the Arcadia orchard in the northern part of Spokane county. The tract is equipped with a large irrigation plant.

For the purpose of general development, especially in farm lands, a company known as the Georgia Fruit Farm and Pecan Company has been organized at Waycross, Ga., with a capital of \$1,000,000. The officers are George W. Deen, president; L. J. Cooper, treasurer; E. H. Clark, secretary. Directors, J. M. Cox, W. W. Lambdin, J. L. Sweat and J. G. Steffes.

New Massachusetts Nursery

Springfield, Mass.—The J. W. Adams nursery Co. bought through the F. R. Hawley real estate agency, the Orchard stock farm, consisting of 40 acres of level land, with private water system, situated on the Boston and Albany railroad and Westfield electric car line, and will plant the entire tract of land with nursery stock. Over half a million of imported varieties have already been ordered for spring planting.

Eventually the company will grow all of their trees and shrubs on this new tract, maintaining their office, together with their storage and greenhouse plants, in their present location in this city. The increased demand for nursery stock throughout New England has necessitated the purchase of this tract of land.

This nursery company has been established in Springfield for 44 years, having been brought from Portland, Me., by John W. Adams in about 1867. The new nursery will treble its present capacity.

Surveying Large Tract

Angelita, Tex.—The Nursery Farm Company, with headquarters at Corpus Christi, has had a party of surveyors in the field running the levels for a levee along the Nueces River for a distance of eight miles. This will be completed in March and will reclaim about six thousand acres of valuable land, 2,000 acres of which will be in crop this coming year.

French Fruit Tree Stocks

Ready for Prompt Shipment

Apple Seedlings All Grades
Pear Seedlings 5-7 m-m and 3-5 m-m
Quince Stock 5-7 m-m

American Fruit Tree Stocks

Apple Seedlings, Small Surplus,

All Grades

Japan Pear Seedlings
Number one, two, three, and four

Apple and Pear Grafts

Our Grafting Season is on. Order at Once

Large General Stock

Write for Spring Wholesale Trade List

THE SHENANDOAH NURSERIES,

D. S. LAKE, Proprietor,

SHENANDOAH,

IOWA

ORNAMENTAL TREES

10,000 Box Elder 1 to 3 ft. Cal.
5,000 Car. Pop. 1 to 1½ and 2 to 2½ ft.
1,300 Silver Maple 1 to 3 ft.
1,000 Red Oaks 3 to 8 in. tall
1,000 Bur Oaks 3 to 8 in. tall
5,000 Black Walnut 2 to 3 ft. tall

Also stock of larger Black and White Walnuts, Sycamore, Ash, Elm, Sugar Maple, Linden, and sundries sorts.

SHRUBS. 700 Tamarax, 400 Purple Lilac (stocky), 300 Mock Orange, some nice Spirea, Witch Hazel, Calycanthus, Symphoricarpos Vulgare, etc.
2000 Chinese Trailing Honeysuckle, Red and Yellow Trumpet, Bagonia Creeper, American Ivy, Wild Grapes, etc.

EVERGREENS. 5000 Am. Arbor Vitae, 2000 White Spruce, both of these are extra fine stock, up to 4 feet. Many sorts in lesser quantities.
2000 Cinnamon Vines, 3000 Dahlias, separate colors, 5000 Cannas, Austria and Burbank.

SEEDLINGS. Red Oak, Sugar Maple and American Elm.
SEEDS now on hand. 150 bu. Black Walnuts, 50 bu. Honey Locust, 20 bu. Wild Black Cherry, 100 bu. Kentucky Coffee nut, 200 bu. Pinus Monticola, 2 tons Catalpa Speciosa genuine, Small amounts of Smooth Sumac, Green Ash, Hibiscus, Lemon Lily, etc.

AS COLLECTORS: We have collecting stations in many states, and can collect from their native haunts, most native Trees, Shrubs, Vines, Bulbs, Ferns, or Perennials, in proper seasons. We annually collect tons of SEED. LET US FIGURE ON YOUR WANTS.

HOPEDALE NURSERIES,

Hopedale, Ill.

FOCKO BOHLEN

HALSTENBEKER BAUMSCHULEN(Nurseries)

HALSTENBEK, (Holstein-Germany) Near Hamburg

**FOREST TREES, HEDGE PLANTS
FRUIT STOCKS, ROSES, ETC.**

The largest stocks to offer in first-class condition at Lowest Prices.

All from Sandy Soil with Excellent Roots.

Best shipping facilities via Hamburg.

GENERAL PRICE LIST Free on Application

New York State Nurseries for Reforesting

Albany, N. Y.—Trees especially adapted to reforesting lands in New York State will be offered for sale to private land owners this spring at greatly reduced rates. Efficiency and increased production at the state nurseries enable the Conservation Commission to cut the price of white pine transplants four years old from \$5 to \$4, and three year olds to \$3.50 per thousand. The reduction is similar on Scotch pine, red pine, Norway spruce, European larch, black locust, Carolina poplar and basket willow. Locust seedlings are offered at \$2 per thousand and willow cuttings at \$1. The prices are remarkably low. It is intended to do everything possible to encourage the reforesting of private lands which are now unproductive and bring in no return to the owner. The replanting of both private and state lands must go hand in hand and increase, until at least one tree shall be planted for every one cut down. At the present rate of progress in New York that can be attained within three years.

Tree application blanks will be sent on application to the "Conservation Commission, Albany, N. Y." The applicant is required to give a description of the land to be planted with respect to "Topography, original growth, present growth, previous use of land, kind of soil." In consideration of the low price granted by the State, the applicant must agree to pay the purchase price within ten days, that the trees shall be used for reforesting land within the state, trees shall not be sold or given away, and shall be planted according to instructions furnished by the Commission. The applicant is required to furnish reports on the condition of the plantings on request.

For detailed information of interested parties the Commission will send Bulletin No. 2 on Reforesting free on application.

These bargain offers should appeal to land owners throughout the state which is so badly in need of reforesting. Careful investigations of the Commission show that there are 2,300,000 acres in the state which is not producing any valuable growth, practically all of which could be profitably used in growing trees.

SOME THINGS YOU OUGHT TO KNOW

If You Are in the Nursery Business.

It goes without saying that you want to communicate with the Trade in the most direct and thoroughly effective manner, and at the least cost.

You know what it costs to print circulars, and pay the postage, and price for addressing and handling them.

You know that in most cases a circular is very short-lived—from three minutes to about eight hours—if it is even opened by the recipient.

A handsomely printed Nursery Trade Journal bristling with live news of the Trade on every page, and adjoining your business announcement therein, can carry your announcement to the Trade throughout the country in a form that will cause it to be presented for repeated reference—and at a cost much less than by the ineffective circular route.

Why in "American Fruits"—Ten Reasons

1. Largest circulation—reaching upwards of 4,000 nurserymen.
2. Publication and distribution from one to two weeks earlier than in any other similar journal.
3. Printed in three colors on enameled paper throughout; advertisements next to reading matter without extra cost.

According to the census of 1910 the farm area of New York comprises 22,020,367 acres. But the acreage styled as "farm area" includes 2,750,193 acres unimproved and 4,436,145 acres of "farm woodlots," leaving but 14,844,039 acres improved farm land, or less than half the state area. The great forest areas of New York, figuring 900,000 acres for roads, cities, etc., are estimated at 7,568,192 acres.

The Forestry bureau reports about 6,000,000 acres of merchantable timber, or 50 per cent of the wooded area. Of that 3,500,000 acres are ready for cutting in the great forest regions and 2,500,000 in the farm woodlots. More or less valuable trees are found in 4,500,000 acres, but they are not merchantable.

No less than 1,500,000 acres included in the 12,000,000 acres wooded area contain no valuable growth, meaning that one-twentieth of the state's woodland is unproductive. In addition to that 800,000 acres of unimproved farm lands are best adapted to forest growth.

Apples by Mail

Shipping apples by mail is one of the latest stunts in the fruit development line. It is being used by the Harrison Nurseries of Berlin, Md., in booming Maryland farm lands and their nursery stock. The Nero apple is used. A single apple is inclosed in heavy ribbed cardboard, such as is used in mailing photographs.

Appalachian Apple Orchards

G. A. Baker of the Appalachian Apple Orchards, Atlanta, Ga., says his company is progressing with its development in Rabun and Habersham counties, Georgia. Many men are employed chopping timber, cutting logs and ties, hauling materials to sawmill, hauling lumber to railway for shipment, etc. About 400 acres have been cleared and young trees have been ordered, many of them already delivered ready for planting. The company has erected stables, granaries, machine sheds, office buildings, workmen's dwellings, etc., to facilitate the preliminary work now in progress.

4. The only independent Nursery Trade Journal—absolutely untrammelled—representing your individual interests equally with any other, preferring none.

5. The only publication giving the news of the Nursery Trade and special features that produce business. A business pointer in every item.

6. Its publishers have 28 years experience in journalism, covering every branch—they did not enter Nursery Trade Journalism as novices in the publishing business.

7. Its editor founded Nursery Trade Journalism in America, and has pointed the way daily from the start.

8. The manager of "American Fruits" is also manager of a Publicity Bureau which has for years prepared advertising matter for large commercial concerns. Advertisers in "American Fruits" get the benefit of this Bureau without additional cost.

9. American Fruits Publishing Company issues a Directory of Nurserymen, containing nearly 5,000 names and addresses; and thus is in direct touch with the entire trade.

10. Advertising rates in "American Fruits" are lowest and results are direct, especially when advertising in the journal is maintained for yearly term, changing copy as desired.

Large Reserve of Apples

Affording a hint of the vast proportions that the apple business is assuming in Western New York is the information that in the towns along the Rochester Division of the New York Central alone there is a total of practically half a million barrels of apples in storage. The tendency to employ Western methods of packing in the East, is shown by the fact that 2,500 boxes of apples are in storage.

Why California Succeeds

Dr. L. O. Howard, chief of the Bureau of Entomology of the Department of Agriculture, who recently visited the State on his regular inspection tour, said: "I find that California is making greater progress than any other state in the extermination of insect pests. Scientific methods of production, continual care of orchards, close watch for new diseases and their prompt eradication, has made the fruit industry of California what it is today."

PARTNER WANTED

In well established Nursery in Southwest Minnesota. Good assorted stock.

OR ENERGETIC SALESMAN

To appoint agents and sell stock in good territory. May take stock in Company if desired. Proprietor has practical experience in office, circularizing and propagation. Only parties well posted in Nursery business should apply. Address,

George Hogen, New Ulm, Minn.

CHANUTE NURSERIES

OFFER a full line of Nursery Stock for Spring trade.

We still have a car of peach 6-8 and up. Also have a block of fine Elm and Carolina Poplar from 1 inch to 2 inches. These trees are on leased land and must be moved. Make offer.

SPECIAL ATTENTION TO DEALERS

Correspondence Solicited

JAMES TRUITT & SONS

CHANUTE

KANSAS.

Fruit Growers and Nurserymen

Everywhere profit by reading the Southern Fruit Grower.

Established 1896. Contains from 24 to 40 pages each month.

Devoted to fruit growing, gardening, small fruits, nut growing, etc. in the south.

Price 50 cents per year; 3 years for \$1.00

Samples sent free

Address

THE SOUTHERN FRUIT GROWER,

Dept. A. F., Chattanooga, Tenn.

KEEP IT IN MIND

\$1.50—American Fruits, one year in U. S.
\$2.00—American Fruits, one year, Canada.
\$2.00—American Fruits, one year, foreign.
\$1.00—Directory of Nurserymen, 1912,

Lake Erie Grape Crop Passes \$2,000,000

Erie, Pa.—The grape crop of the vineyards along the lake shore, east of Erie, through the grape belt, is accurately estimated at \$2,158,293.75 for the season of 1911. The figures are from the best statistician, A. M. Loomis, who has just compiled the totals, showing 7,899 carloads, or 94,788 tons, as follows: Total carload shipments, 6,839; carloads drawn to local factories, equal to 1,010; sold in small amounts, equal to, in carloads, 50. Total carloads crop season 1911, 7,899.

Total crop, 94,788 tons.

Purchased by Welch Grape Juice company at (est.) \$28 per ton, 11,000 tons; total value \$308,000.

Remainder of crop 83,788 tons, divided as follows: One-third sold in 20-lb. baskets at C. & E. average of \$23.75 a ton; one-third

sold as bulk in trays at C. & E. average about \$21 per ton; one-third or the equivalent of 6,982,250 baskets (eight pounds) sold at C. & E. average of nine and one-half cents per pound. This division figures as follows:

27,929 tons in 20-lb. at \$23.75....	\$ 600,471.00
27,929 tons in trays at \$21.00....	586,509.00
Remainder in 8-lb bask's at 9½c	663,313.75

Total	\$1,850,293.75
Welch purchases	308,000.00

Grand total \$2,158,293.75

The above figures show that once more, in spite of low prices, the crop has passed the \$2,000,000 mark. This makes at least the fifth year, in succession, with but one exception when this has been true, and the other years of the past decade, with but one other exception has shown the crop so near the \$2,000,000 mark, that it should be now thoroughly established that that figure can be set for the value of the grape crop to the growers of the belt. It is truly a wonderful showing.

The remarkable productivity of the grape vineyards of the Lake Erie valley better known as the Chautauqua and Lake Erie grape belt was never better shown than in the crop of 1911, the marketing of which has ended and the total figures on the size of the crop are now available. This grape belt consists of the narrow strip of territory extending from Angola on the east to Harbor-creek on the west, stretching along the south shore of Lake Erie, and extending back from the shore of the lake between those two points, to the slopes of the first range of hills south of the lake beach. Its length is from 40 to 50 miles, but its width hardly more than four miles at the widest point. All told there are approximately 4,000 acres of this belt planted to vineyards and 4,000 to 5,000 men engaged in the ownership of these vineyards. The total productivity of these 40,000 odd acres this year amounted in round numbers to 7,900 carloads and figured in bulk to about 94,800 tons.

Readers who appreciate this magazine may give their friends in the trade the opportunity of seeing a copy. A specimen number of "American Fruits" will be sent to any address in any part of the world on application to the publisher.

ELLWANGER & BARRY Bldg.,
ROCHESTER, N. Y.

Nat Goodwin Enthusiastic

San Jacinto, Cal.—Nat C. Goodwin spent a short time in San Jacinto recently inspecting his property here. He reported that he recently sold his big orange grove at Fullerton for \$125,000. He is as enthusiastic as ever about his San Jacinto holdings and declares that as soon as his New York theatrical engagement is completed he will return to San Jacinto to personally take charge of the work of developing his ranch. This work includes the planting of a large orange grove, erection of a residence and a vast amount of landscape gardening.

36th YEAR PAN HANDLE NURSERIES

SPRING OF 1912

We offer a Complete Line of Nursery Stock Consisting of

Apple, Pear, Plum, Cherry, Peach,
Grape, Currant, Gooseberry,
Small Fruits, Maple Norway,
Maple Schwedlerii, Maple Silver,
Poplar Carolina, Poplar Volga,
Elm American, Sycamore Oriental,
Sycamore American, Mountain Ash,
Box Alder, Althea, Hydrangea,
Barberries, Syringas, Weigelas,
Clematis, Honey Suckle, Wistaria,
Ampelopsis, Roses, Evergreens,
California Privet, Buxus, Weeping Trees,
Catalpa Speciosa Seedlings,
Black Locust Seedlings, Fruit Tree Stocks,
Catalpa Speciosa Seed

Our stock is well grown and graded and prices are such that it will pay you to investigate. Come and see us or write.

J. K. HENBY & SON
Greenfield, Ind.

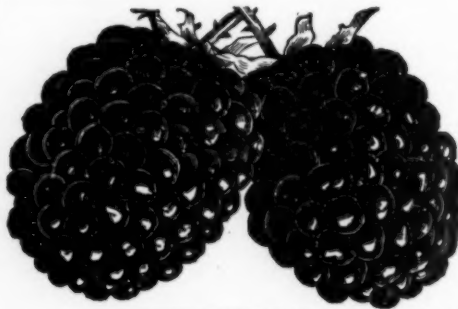
WOOD LABELS

The kind that gives satisfaction Can be supplied either plain or printed, with Iron or Copper wire attached in any quantity.

Our facilities for handling your requisite are unexcelled.

Samples and prices are at the command of a communication from you.

DAYTON FRUIT TREE LABEL CO.
DAYTON, OHIO.



EVERYTHING IN

Small Fruit Plants.

100,000 Transplanted Raspberry Plants.

ASK FOR PRICE LIST

W. N. Scarff, New Carlisle, O.

1,000,000 Poplar NORWAY AND CAROLINA

We offer this year the largest stock of Northern grown Poplar, Box Elder, Soft Maple and other hardy shelter belt stock to be found in the country.

A fine stock of One Year Apple, said to be one of the best stands in the country this year,—McIntosh, Jonathan, Rome Beauty, etc., etc.

Write us for prices on carload lots

The Jewell Nursery Co.

Lake City, Minn.

1500 acres

Established 1868

TEXAS NURSERY COMPANY SHERMAN, TEXAS

Offer for Winter 1911-12 a large and well assorted stock

Are especially strong on one-year Peach, two-year Pear and Apple, Shade Trees, Teas Weeping Mulberry

Will be short on a number of items

Correspondence Solicited

DUTCH BULBS, also Japan Lilies, for import to order for late summer and fall delivery. Write for our special bulb list

Address with business card

AUGUST RÖLKER & SONS

NEW YORK CITY
P. O. Box 782, or 31 Barclay Street.

The Round Table--In Common Council

Suggest Fall Importations

Editor American Fruits:

The fact that most of our nurserymen, who import from abroad to any extent in the spring of the year instead of in the fall as they used to do largely, may cause some inconvenience, on account of the severe frost and heavy snow (2½-3 ft.) which stopped Boskoop nurserymen from shipping their export orders to this country. As it looks not another case can be shipped for some fourteen days to come. How about getting part of goods in the fall?

Kallen & Lünemann.

Boskoop, 3 Febr., 1912.

A Great German Nursery

Editor American Fruits:

We have the pleasure to hand herewith an electro of our water works and beg to state that our nurseries, comprising our own land of an area of 200 acres and a large number of plots rented by us, have the entire extent of nearly one square mile.

Owing to the favorable conditions of cultivation of our region and to the careful attention bestowed upon the plants, their good quality is most pronounced. In consequence of the open position of our nurseries the trees become very hardy. The root system is unusually fine and well spread out, this is the result of careful cultivation on a light nourishing "Diluvial" soil.

Especial attention is given to the treatment of the plants, and only as required, are they taken out of the ground, this being done with all necessary care. They are despatched on the same day, whenever possible. Our large number of employees, about 200, enables us to execute orders promptly, so that "stored" plants never have to be sent.

The packing takes place in a large shed of 20,000 square feet superficial area, fitted with all the latest equipment, electric arc-lamps, electric crane, water pipes and eight packing machines. The despatch of orders is performed by persons thoroughly acquainted with their work and under experienced supervision.

We are particularly well favored for the exportation of our trees and plants owing to the position of our nurseries. Being only six miles from Hamburg, one day is sufficient for sending to this port, and from thence, there are frequent facilities for forwarding to America.

The shipment can therefore, be affected quickly and economically.

Yours very truly,

FIRMA H. H. PEIN,

A. Rolker & Sons, New York,

American Agents.

Halstenbek, Germany.

January 29, 1912

Will Try to Produce a Perfect Apple

Trenton, N. J.—The American Orchards Company was incorporated here to-day with an authorized capital stock of \$5,000,000. The incorporators are W. M. Jones, George Kirmes and James Belcher. The company is to foster horticultural interests, among its specific objects being the production of a "perfect apple."

Smudge Pots or Heaters

R. M. Cobban

A word about frost. I have been a resident of Montana for 31 years. By business, however, has taken me over Idaho, Oregon, Washington and California, and I am very familiar with all of these states and the various fruit districts, and I have never yet found a place where there was not danger of loss of fruit crop by frost. All of the orchards of Riverside, Cal., as well as other fruit districts of that state, are protected by smudge pots or heaters, and for this reason all fruit districts are gradually realizing the importance of installing either smudge pots or heaters as a precautionary measure. I believe we need them less in this district than any fruit section I know of, and as yet I do not know of an orchard in the valley so equipped. Personally, however, I believe it to be a good investment to provide an orchard with these things, and were I contemplating going into the business I should certainly provide in this manner against a possible loss. Our danger from frost in this section is not nearly so great as in southern or western Idaho or in Oregon and Washington, where the seasons are longer. It is not uncommon for the Idaho orchards to come out in blossom in March, and then the first and cold weather following is sure to catch the blossoms, and I have known whole peach and apricot orchards to be absolutely killed by cold weather after the trees had blossomed. Our seasons are cool enough so that our fruit trees do not come out in blossom until from the first to the fifteenth of May, by which time the weather is settled so that there is little danger of frost thereafter. Still if one crop out of five can be saved by the installation of heaters or smudge pots, it would seem to me that it would be a matter of business to install them.

Last season the Associated Press published news items from Utah, Washington and Idaho of the saving of their entire crop by the use of heaters during the cold spell following the blossoming out of trees.

Varieties that Pay

Walla Walla, Wash.—The Milton Fruit-growers' Union has recommended the following varieties, which will be urged on every grower of the valley: Apples—Rome, Beauty, Grimes, Golden, Jonathan, Newtown, Winesap. Pears—Bartlett, Winter Nelis, Beurre de Anjou. Cherries—Bing, Lambert, Royal Anne. Peaches—Late Crawford, Elberta, Arp Beauty. Prunes—Tragedy, Italian, Hungarian.

Effective Advertising

To be most effective, advertising should have the willing attention of a reader. It should not be forced or masked as is often the case with circulars.

Readers of "American Fruits" expect it to contain both reading matter and advertisements. Both pertain directly to their business. The advertisements in "American Fruits" are read as an index to the varieties of stock on the market and as an indication where wants may be supplied.

Advertising is of such interest today that it does not need to be disguised.

Directory Changes

Virginia.—Strike out the following:

Bond Brothers, Winchester.
Central Point Nurs., Waynesboro.
Clinch Mountain Nurs., Nickelsville.
Richmond Nursery, Rio Vista.
Globe Nurseries, Bristol.
Wenger Nurseries, Dayton.

Virginia.—Add these names:

Dodge, W. B., Stuarts Draft.
Enterprise Nur. Co., Hiltons.
McMurdò, R. M., Charlottesville.

Virginia.—Change addresses of Frank Thwaite to Fairfax Station.

Missouri.—Jackson County Nursery Co. is at Lee's Summit, instead of Kansas City.

Mississippi.—Add these names:

V. J. Bell, Grady.

J. P. Wilson, Landon.

Colorado.—Add Herbert Chase, Delta.

Texas.—Add E. W. Kirkpatrick, McKinney.

Iowa.—Davenport Nursery Co., H. G. Bryant, Mgr., is now at 4278 Hazel ave., Chicago, Ill.

Illinois.—Strike out name of Setterberg Landscape & Nursery Co., 1305 Monadnock bldg., Chicago.

New York.—Gilbert Costich's address is Rochester instead of Irondequoit.

Mr. Snyder Explains

Editor American Fruits:

In January number of American Fruits you print what purports to be words that I used in a paper read before the Minnesota Horticultural Society on "Sorting and Packing Apples." Now I never used the words you have quoted. I will quote you the words used in the paper and you will find it the same as in the paper with Secretary Latham of Minneapolis. I am now quoting from a copy of the paper:

"People expect to see as good apples in the face as there are in the barrel and if the facers are not good they will think there are no good apples in the barrel. So a packer does use the best representative apples to face with. It is the custom and people expect it."

Now these are the exact words used and all that were used about facers and there was no discussion on the subject, so nothing else was said. You can see what I said is nothing like what you have quoted, and nothing in it would show that I would recommend putting the best apples on top, but that it is a condition that really exists, and in New York as well as Minnesota.

C. E. Snyder.

Preston, Minn.

Catching Lady Bugs Asleep

Sacramento, Cal.—Four tons of ladybugs are being harvested by Superintendent Carnes of the State Insectary, who is connected with the State Horticultural Commission, in the mountains of the Sierras.

These tiny bugs are dug from beneath the snow and pine needles where they sleep during the winter months, transported to the railroad on the backs of mules and then brought to Sacramento, to be held in storage until they are needed by melon growers and fruit raisers of the State to fight against the destructive aphids.

American Fruits Directory of Organizations

AMERICAN ASSOCIATION OF NURSERYMEN.

Officers—President, J. H. Dayton, Painesville, O.; Vice-president, W. H. Wyman, N. Abington, Mass.; Secretary, John Hall, Rochester, N. Y.; Treasurer, C. L. Yates, Rochester, N. Y.

Executive Committee—E. M. Sherman, Charles City, Ia.; H. B. Chase, Huntsville, Ala.; J. M. Pitkin, Newark, N. Y.; J. H. Dayton, Ex-Officio, Painesville, O.; John Hall, Ex-Officio, Secretary, Rochester, N. Y.

Transportation—D. S. Lake, Shenandoah, Ia.; Chas. M. Sizemore, Louisiana, Mo.

Tariff—Irving Rouse, Rochester, N. Y.

Legislation East of Mississippi River—Wm. Pitkin, Rochester, N. Y.

Legislation West of Mississippi River—Peter Youngers, Geneva, Nebr.

Co-operation with Entomologists—L. A. Berckmans, Augusta, Ga.

Programme—C. J. Maloy, Rochester, N. Y.

Exhibits—A. E. Robinson, Bedford, Mass.

Arrangements—John Hall, Rochester, N. Y.; W. H. Wyman, N. Abington, Mass.

Editing Report—John Hall, Rochester, N. Y.

Entertainment—J. Woodward Manning, N. Wilmington, Mass.

Forestry—A. J. Brown, Geneva, Nebr.

Co-operation with Fruit Growers and Associations—J. M. Irvine, St. Joseph, Mo.

Trade Opportunities—Jefferson Thomas, Harrisburg, Pa.

Nurserymen's Share in Civic Improvement—J. Horace McFarland, Harrisburg, Pa.

Membership—John Watson, Newark, N. Y.

Standardization of Grades—E. P. Bernardin, W. F. Helkes, W. J. Maloney.

Root Galls—E. A. Smith, Lake City, Minn., Chairman.

Publicity and Trade Opportunities—W. P. Stark, Louisiana, Mo.; Jefferson Thomas, Harrisburg, Pa.; Orlando Harrison, Berlin, Md.; C. M. Griffing, Jacksonville, Fla.; George C. Roeding, Fresno, Cal.; H. D. Simpson, Vincennes, Ind.; James M. Irvine, St. Joseph, Mo.

STATE AND DISTRICT ASSOCIATIONS

American Nurserymen's Protective Association—President, J. W. Hill, Des Moines, Ia.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

American Retail Nurserymen's Protective Association—President, Charles J. Brown, Rochester, N. Y.; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

Association of Oklahoma Nurserymen—President, J. A. Lopenam, Enid, Okla. Terr.; secretary, C. E. Garee, Noble, Okla. Terr.

British Columbia Nurserymen's Association—President, Richard Layr'iz, Victoria; Secretary, Richard McComb, Aldergrove.

Connecticut Nurserymen's Association—President, W. W. McFarney, New Hartford, F. L. Thomas, Manchester.

California Nurserymen's Association—W. V. Eberly, Niles; Secretary, H. W. Kruckeberg, Los Angeles.

Eastern Association of Nurserymen—President, W. C. Barry, Rochester, N. Y.; secretary-treasurer, William Pitkin, Rochester, N. Y. Meets annually in January.

Idaho Nurserymen's Association—President, Charles T. Hawkes, Caldwell; Secretary, Carl E. Wright, Kimberly.

Massachusetts Nurserymen's Association—President, W. H. Wyman, N. Abington; Secretary, A. E. Robinson, Bedford.

Mississippi Nurserymen's Association—President, J. R. Woodham, Newton; Secretary, R. W. Harned, Agricultural College.

National Association of Retail Nurserymen—President, E. S. Osborne, Rochester, N. Y.; Secretary, F. E. Grover, Rochester, N. Y.

Ohio Nurserymen's Association—President, J. W. McNary, Dayton, O.; secretary, W. B. Cole, Painesville, O.

Pacific Coast Association of Nurserymen—President, P. A. Dix, Salt Lake City, Utah; Secretary-Treasurer, C. A. Tonnison, Tacoma, Wash. Meets annually in June.

Pennsylvania Nurserymen's Association—President, Thos. B. Meehan, Dreshertown, Pa.; secretary, Earl Peters, Mt. Holley Springs, Pa.

Southern Nurserymen's Association—President, E. W. Chatin, Winchester, Tenn.; Secretary-treasurer, A. I. Smith, Knoxville, Tenn.

Tennessee Nurserymen's Association—President, E. W. Chatin, Winchester, Tenn.; Secretary, G. M. Bentley, Knoxville, Tenn.

Texas Nurserymen's Association—W. A. Stockwell, Alvin, Texas.

Texas Nurserymen's Association—President, J. R. Mayhew, Waxahatchie, Texas; secretary-treasurer, John S. Kerr, Sherman, Texas.

Western Association of Nurserymen—President, E. S. Welch, Shenandoah, Ia.; Secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets in December at Kansas City.

AMERICAN POMOLOGICAL SOCIETY

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Also fine lot of one year Sweets, Late Duke, Royall
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Silver Maples in car lots 10 tp 12-8 tp 10 & 6 tp 8 feet

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We offer for Spring of 1912 delivery
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GRAPE VINES

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We also have an extra fine block of

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Is now ready for delivery. We have added all the
new things worthy of mention and omitted some
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1912 Fruit Tree Orders Coming in Right Along—May We Fill Yours?

By all the signs, 1912 is going to be a big year in fruit tree selling. Men who grow fruit and nothing else are buying more trees, and then there's a big increase in orders from farmers who want to grow more fruit as a side line and for home use.

YOU will get the benefit of many of these orders this spring if you have the trees with which to fill them. If you haven't grown them yourself we will supply you with first-class stock grown here at Berlin in this mild, genial climate with its long growing season, and in our loose, rich soil that makes such splendid roots. We have specially fine stocks of

**KEIFFER PEAR, ELBERTA PEACH, CONCORD GRAPE,
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**AND A SPLENDID LOT OF ORNAMENTALS:
NORWAY SPRUCE, KOSTER BLUE SPRUCE, NORWAY MAPLE
SILVER MAPLE, CALIFORNIA PRIVET, ETC.**

Following is a partial list of varieties and sizes. We have a bulletin here for you, showing just what we have to offer, with prices. Shall we send it?

Partial List of Peach Trees In Surplus Feb. 7, 1912

PEACH	6-7	5-6	4-5	3-4	2-3	1-2
Albright Oct.	40	60	60	40		
Amsden June	30	30	30	30		
Apex				500	100	
Arkansas Bty.	30	40	37	15		
Belle of Ga.	1500	1500				
Bokara	60	50			17	
Brandywine	30	30	20	20		
Buston's Oct.	40	40	40	30		
Carman	2000	4000	1000	216	445	990
Champion	293	500				
Chillow Cling	20	20	20			
Chinese Cling	50	39	49	20		
Cobbler	40	37	40	27		
Cornelia	70	70	70	40		
Connetts S. Early ..	60	350	10	277	280	190
Crawford Early		500				
Crawford Late	500	1500	500	1500	1000	1000
Denton		200	160		200	
Early Elberta	30	30	30	10		
Early Michigan	50	50	50			
Early River	20	60	18			
Early York	30	5	18	10		
Easton Cling	30	30	30	30		
Elberta	9900	25000	35000	30000	30000	
Elberta Cling	30	38				
Emma		450				
Engles Mammoth	80	470	258	172	380	200
Ethel's Yellow		50	50	50		
Eureka	200	200				
Ford's Late White ..		180	280	475	340	240
Foster	100	31	367	444	200	100
Fox Seedling	300	2000				
Francis	60	325				100
Geary's Hold On	250	700			200	250
Globe	130	160	40			400
Gold Drop Free	30	25	5	7		
Gold Mine		47	50	50	50	
Greensboro	958	1200	535	899	838	600
Harrison Cling	30	340	380	601	250	330
Hills Chili	100	100				
Holland Cling	20	40	20	20		
Hughes I. X. L.	40	40	50	40		
Illinois	40	30				
Jennie Worthien	10	15				
Kalamazoo		233	240	197	100	
Krummel's Oct.	190	288		1150	1300	300
Lee Cling	30	30	30			
Lemon Free		15	24			
Levy's Late	120	740	420	660	320	130
Lodge	60	80	50	30		
Lorentz	50	60	40	17		
Lowell	40	40	20			

	6-7	5-6	4-5	3-4	2-3	1-2
Lyndon Cling	60	60	30	7		
Mamie Ross	500	1000	700	400		650
Marshall	20		30	10		
Mayflower	1000	1493	341		800	
McCollister		250	100	200	700	600
Moore's Favorite	1500	1500	700	840	900	910
Mountain Rose	994	500		541	1645	790
Muir		30				
Newington Cling	40	40	50	37		
New Prolific	100		249	497	600	200
Nina Cling	50	100	40	30		
O. M. Cling	50	50	50	20		
O. M. Free	800					
Phillips Cling		20				
Picquetts Late	190	128		30		
Preston Cling	50	50	50	50		
Prize	20	310	200	260	180	90
Ray	1500	2000				
Red Bird	20	20		10		
Red Cheek Melocoton		17				
Salway	600	2000	900		1768	300
Sea Eagle	20	40	40	30		
Slappey		1000	600	1000	1200	1000
Sneed		100	100	77	100	
Snow's Orange	50	50	50	50		
Stephen's R. R.					990	800
Stinson's Oct.	40	40	2	24		
Stonewall Jackson ..	50	60	60	30		
Stump	1015	3000	2000	2000	2000	2000
Sunrise Cling	40	40	40	30		
Triumph	20	33		74	80	40
Troth's Early	20	60	30			
Uneeda Cling	40	30	30	40		
Victor	50	50	48	50		
Waddell	8	560	486	1174	1170	980
Wager	20	20	10			
Walkers Free	38	30	10			
Waterloo	30	100	40	30		
Washington	40	40	40	30		
Wheatland	30	40				
Wheeler's Late	30	30	30	30		
White Heath Cling ..	219	1000				400
Wilkins Cling	80	360			120	100
Wonderful	50	600				420
Yellow St John				420	688	265

This is the kind of growth that our peach trees make when given the right show. From Photo taken at our nurseries



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